

MARCH 27, 1954

LEATHER AND SHOES

The Magazine for Executives

What Happens If United Loses?

New Themes In Shoe Ornaments

Men And Machines

Tariff Ban Threat To Glove Industry

Expert Skater Makes Skating Shoes

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ARMSTRONG'S CUSHION CORK

LISTEN TO THIS!

Wear-proof shoe. A British shoe company, after two years of experiments, has come up with a new manufacturing process for children's shoes that won't require any resoling during the life of the shoe, and will sell for 15-20 percent below regular prices. The soling process is cut from 20 to one operation. The shoe has been widely tested on kids—without a sole wearing out.

Trunkful of shoes. Helen Traubel, celebrated Metropolitan Opera star, has a weakness for shoes. She admits that she owns "at least a trunkful" of shoes, many of them still in their original boxes.

Births and boots. The United States is enjoying a baby boom, with a birth rate of 24.9 per thousand persons—and a babies' shoe boom with it. This is the third highest birth rate in the world. Second? India—and surprisingly only a shade above the U. S., with a rate of 25.8 births. Number one comes as a surprise to everyone—Guatemala, with a phenomenal rate of 62.1 births per thousand persons. Fourth is France with a rate

of 19.4; Italy with 18.1; the United Kingdom with 15.9. At the bottom of the heap is Mozambique on Africa's east coast, with a rate of only 8.5.

Tip on nylon. U. S. government researchers have found that wherever nylon has a rough edge or seam, dirt or soil particles will cling to such areas so that they are impossible to clean. But where the nylon fiber has a smooth, hard surface, dirt won't penetrate.

Governors bet their boots. Governors Christian A. Herter of Massachusetts and Gov. Hugh Gregg of New Hampshire wagered a pair of shoes that each of their top state championship basketball teams would win a playoff. The Nashua team represented N. H., and the Brockton team represented Mass. If Gregg lost he'd have to wear a pair of Brockton-made shoes, and Herter would have to wear a pair of Nashua-made shoes if he lost. Brockton won—and Gregg had to wear a pair of Brockton-made shoes.

Soviet quality. A recent commentary out of Russia indicates they're still

having plenty of trouble delivering quality plus quantity. In a recent batch of 1,734 pairs of shoes, only 1,025 or approximately 60 percent were found usable.

Employment breakdown. The American population is employed as follows: clerical sales and service, 44 percent; unskilled, 34 percent; semi-skilled, 13 percent; skilled, 8 percent; managerial and professional, 1 percent. Present proportion of gainfully employed as against the total population is 41 percent—highest in U. S. history.

From bench to desk. During the past 40 years, general employment has risen 63 percent, but white collar workers have jumped 183 percent.

Key to higher productivity. Dr. Howard M. Newburger, an industrial psychologist, finds that workers with similar personalities produce as much as 36 percent higher when placed in the same group. When workers are mixed with others who are indifferent or antagonistic to one another, the result is sharply lower efficiency and productivity.

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Fashion Has Yet To Come Of Age In Shoe Business

"Extra Pairage" Isn't Additional Sales But Something Shoe Business Should Normally Expect

SHOE and leather business isn't making the most of its most powerful selling weapon: fashion.

Now that our chin is stuck out real good, let's see what we can do to protect it.

It goes without saying that shoe business recognizes fashion as vitally important. But what does need a lot more saying is that in shoe business fashion hasn't yet reached its deserved niche in terms of selling power.

Down to meat and potatoes, this is what we mean. Shoe business rides along on the nice, comfortable feeling that it's a "stable" industry. Leather business rides on the same horse. We know beforehand, give or take a few million pairs, that people will buy an approximate number of shoes, and that we'll produce accordingly.

Shoes, we say, are a basic item. You can do without a lot of things, but you can't do without shoes. So, come high or low tide, we're going to make a *basic number* of pairs in almost any given year. That, we say with repeated self-assurance, is stability. And it's a nice thing to have around when a lot of other industries ain't got it, such as in times of recession or economic flux.

But one trouble with this stability is that it has a lulling effect. It's like a lot of civil service jobs. You got security. Your job, almost no matter what you do or don't, is good until death do you part. You don't go anywhere in particular. You just wait it out patiently until those ahead of you with higher seniority die or move up. But it's security. It's stability. But the only thing you can be sure of is that you'll be in about the same place year in and out.

Shoe business is something like that. You simply add up the nation's human heads, multiply them by approximately 3.2, and you know where production and sales are going way ahead of time.

And that, unfortunately, is just what we've been doing—riding on the expected instead of doing things to *add* something to the expected each year and create a growth pattern that extends *beyond* the "expected."

And that brings us back to fashion. Fashion is the one and only thing that can move shoe business up and beyond the basic or "expected" level of production and sales. Prices, quality, fit, that intangible call "service"—none of them has, singly or in combination, the power to appreciably change the basic or expected level of sales and production.

But fashion does have the power.

And this is what we mean. Take the "historical" pattern of shoe business—a half century, say. In any given group, the "average" person will buy so many pairs a year because they *need* that many pairs for basic utility purposes, to keep their feet basically clothed.

But the expansion of shoe business *beyond* that basic level of sales can be achieved only through incentives that inspire purchases beyond basic needs. The one motivating force to do that is fashion.

And the facts prove it. Take women's shoes. Per capita consumption up one pair or 25 percent in the past generation. And it's no coincidence that fashion blossomed to larger role in that same generation in women's shoes.

In the past decade consumption of misses' and children's shoes has

risen from three to nearly five pairs—a rise of 40 percent. It's only in the last decade that fashion has played a major role in such footwear. And, to demonstrate it even more graphically, sales and production of "staple" footwear in the misses' and children's field has been far outpaced by sales and output in fashion footwear.

Now, conversely, where fashion has played only a minor role—such as in men's, boys' and youths', and infants' footwear, per capita production and sales have remained almost static or have even retrogressed. Men's in a generation declined from about 2.2 pairs to a current 1.8; boys' and youths' down from 1.9 to 1.4 pairs; and infants' have remained about the same.

The conclusion is obvious: as the role of fashion enlarges, sales and production rise.

A peculiar psychology has been developed around the term "extra pairage." Shoe men have come to believe that any sale above the basic shoe needs of a customer is "extra pairage." These are classified as gravy sales, "unexpected" purchases.

And that's the sorry part of it. What we have termed *extra* pairage rightfully belongs to *normal* pairage. There's no such thing as extra pairage. Increased sales should belong to the normal rise in per capita consumption.

Today we're selling four pairs of women's shoes as against three pairs a generation ago. Should we term the additional pair "extra" pairage? Of course not. And we don't. Why? Because we've come to *expect* women to buy an average of four pairs a year.

It's an old story. Yesterday's luxuries are today's necessities. And necessities are only a state of mind. A thing becomes necessary when we are made to believe so. A car is a "necessity" to the average American. But to the African Zulu it's for kings only.

Which brings us back to fashion in footwear. Fashion is what creates desire. Desire creates buying action. And fashion is simply a state of mind. But states of mind are made, not born. The state of mind we create via inspiration ideas in design and fashion in footwear is what's going to determine the expansion of this industry.

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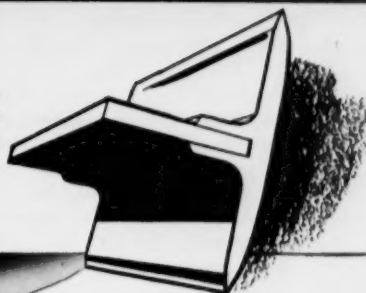
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news X-Ray

U. S. vacationers a good shoe market, getting even better . . .

Public needs unbiased reports of Ben Gold trial . . . British shoemen urged to "capture" U. S. market.



Footwear purchases by U. S. vacationers a growing item. This is conclusively indicated in recent survey by Research Department of *The Curtis Publishing Co.* Latest figures show that total of \$88,154,842 was spent on shoes and footwear on vacation trips for the year ending March 1953.

Survey results obtained from nationwide sampling of 4,000 families who reported each month for an entire year on business and vacation trips taken during the year. Data included number and type of trips, expenditures for transportation, lodging, food and all types of consumer goods made for and during the trips.

Curtis found that 32.2% of all vacation families bought shoes and footwear and purchases averaged \$13.58 per buying family. As expected, high income families spent much more on vacation travel than did low income families. Average spent by families with income under \$2,000 annually was only \$156 while those in \$10,000 and over group spent \$527.



New angle introduced at trial of Ben Gold, president of International Fur and Leather Workers Union, now accused of filing false non-Communist affidavit back in Aug., 1950. Union, sparing no efforts to arouse opinion of general public and union members, has taken to issuing press releases on trial events.

Two such releases were found at National Press Club last week by Joe Huttlinger, LEATHER AND SHOES, Washington editor. Both carried date of March 17, First, issued to IFLWU locals, as Bulletin No. 11, carried headline "Prosecution Witness Makes Damaging Admissions," went on to describe cross examination of John Lautner, Government witness, by Vito Marcantonio, Gold defense counsel.

Second release aimed at general public was headed "Prosecution Witness Balks. Will Not Say Communist Party Meeting Set Policy of False Resignation." Highly slanted copy described testimony of one Kenneth Eckert, another Government witness who followed Lautner on witness stand.

Even though press is alerted to this type of propaganda, the very fact that daily factual reports of actual

trial events are not carried in newspapers makes it difficult for public (and IFLWU membership) to learn exactly what is happening. Result is highly colored version (IFLWU's) is only one generally available.

Idea of pressure applied to IFLWU members can be found in bulletins urging members of various locals to contact their Congressmen and other Government officials urging Gold acquittal. Union has its own publicity man sitting in at trial, then writing up press releases based on facts but presented with much editorializing. Curiously enough, only other trial reports appear almost daily in *Daily Worker*, Communist organ, and these, too, are highly colored in content and interpretation.



British shoe publications taking initiative in urging nation's shoe manufacturers to go after larger share of U. S. market. Articles cite fact that in 1952 Britain sent only 900,000 pairs of shoes to U. S. or less than one-fifth of one percent to total U. S. annual output. Claim is that British could quintuple current shoe exports to U. S. without running into tariff repercussions.

Although principal American market lies in popular priced footwear, British manufacturers are told to take "long view," avoid flooding U. S. with cheap footwear for fear of killing "the romance of British shoes." And as magazine *Footwear* claims, the "made in Britain" label has snob appeal. This is often brought out at department store basement sales such as Filene's in Boston where British-made shoes are generally a fast-moving item.

British manufacturers still must face problems in going after U. S. market. First, it is fiercely competitive and quickly changing. Second, British factories would necessarily have to be reconverted to using American lasts, providing more sizes than generally offered in Britain.



Department store shoe sales as follows in Jan. 1954: women's and children's combined, four percent less than Jan. a year ago, end-of-month's stocks, no change; women's alone, five percent less, stocks one percent less; children's shoes alone, one percent less, stocks one percent higher. Men's and boys' shoes and slippers, one percent less, stocks one percent higher. Shoes as a whole, three percent lower, stocks six percent less.

LEATHER AND SHOES



The Magazine for Executives

MEN AND MACHINES

Impressive Strides In Technology Being Made By Shoe Industry

Management Taking More Decisive Action In
Methods, Personnel Direction And Machinery

By *Gustave Frost*
Andrew Geller, Inc.

The recent Shoe Factory Management Conference is cited by Mr. Frost as an example of a "new trend" in industry thinking, planning and action. He points out the "new perspective" in the industry as a result of these Conferences; the introduction of foreign machinery, new products, fresh shoemaking techniques and management methods.

The shoe industry, he says, has come of age, reached manhood. It is the result of a "new policy" of co-operative action, of free exchange of ideas. In this short article he points out some of the significant steps made.

1. Do your policies today reflect the personal and sincere interest in your workers' problems? Certainly they are part and parcel of top management training.

2. Today, more than ever, the Supervisors and the Foremen must interpret and bring to the employees, the terms and language of management's policies, in such a manner that these policies will be understood, well received, and accepted.

3. Today the evaluation of human inventory and personal leadership qualities, more so than mechanical skills, offers more stimulative power and the incentive to greater produc-



tivity that will undoubtedly prove itself at all the various levels.

Upon my arrival at the Conference exhibits, I was impressed immediately with the vast array of machinery assembled there. In observing the delegates, the production men and superintendents, moving from booth to booth, I marvelled at these experienced men, availing themselves of every opportunity to learn everything that might aid them in their ability to better their manufacturing methods.

The display proved conclusively that these last few years have brought about a remarkable advancement in efficiency.

Today, precision-made shoes, with their controlled effortless ma-

chinery, have heralded our forward actions. Both the manufacturers and suppliers of our machinery deserve applause and encouragement for their advanced designs and thinking.

An electronic brain (a startling innovation) could very well be the future answer to replacing many tedious operations which cause inaccuracy. Yes, a clicker machine controlled by an electric eye, that releases its pressure the moment the material is cut. Sewing machines that allow the needle's movements to be predetermined. Power press machines with dies that assort nail head designs into different color arrangements.

I would like to relate my personal analysis of what I thought was a most important phase and trend of the machinery exhibit.

The inroad of foreign shoemaking machinery. From Britain, a console type Pullover. From Germany, a heel attacher, an outstanding embossing machine. From Sweden, impressive steel rule clicker dies. Sewing machines from Germany that received everyone's prolonged attention. Machines from Italy, from Denmark and Canada.

The shoe industry today has grown into manhood, but we are still looking ahead to the future. The development of new machinery and the accelerated pace in production, has proven that not even continued boundaries will be a barrier in our continuing search for efficiency, new methods of construction or improved mechanized equipment.

It has been quoted that the most common reason for snagged efforts in instituting progressive advancements in our industry has been due to "Leadership Indecision."

The high level of thinking in over 1,000 leaders in our industry coming from the East and West, large factories and small, to discuss in session and in no indecisive manner their common problems, can only prove

Talk delivered March 26 before New York Shoe Superintendents and Foremen's Association.

the earnest desires of a truly decisive leadership.

The successful results of this conference were made possible by the understanding, cooperation and willingness of the delegates to participate in the discussions. The knowledge they have brought back with them from these sessions will not only be of great benefit to them, but the enlightenment of all others in the industry.

The willing and eager search of Mr. Big and Mr. Small for additional knowledge, brought realization of the constant improvements being made by thorough and advanced shoe factory planning, engineering, and technology.

A far cry from the members of the "old" school who learned everything

the hard way, by the rule of thumb, with each and every operation a tireless struggle of sweat.

The further discussions of new products brought out the impressive realization that the road to future good shoemaking was not in the past histories, but in the trials, continued trials and tribulations of proving a new product's value in this highly competitive field.

Complacency and fact acceptance of past performances has been replaced by an open mind. The mythical cloak and secrecy of yesteryear have been dispelled by a wholesome cooperative attitude.

We must keep razor-sharp attention to modern operations, systems and procedures, for they belong to the large family of factors relating to successful top management.

MORE CHILDREN'S

Beckerman Buys Superior's Lasts

Lasts, dies and patterns of Superior Shoe Co., Chicago manufacturer of infants', children's and misses' Good-year welts and compos, have been purchased by M. Beckerman & Sons, Inc., with offices in New York City and plants in Auburn, Me., and Boyertown, Pa.

Max Beckerman, president of M. Beckerman, reports that the purchase will enable his firm to make 5,000 pairs of the welts and 3,600 pairs of the compos daily. This will

be added to the company's line of children's stitchdowns produced at its Boyertown plant.

Beckerman also makes women's "Restep" and "Happy Deb" shoes at its Auburn plant.

No decision has been reached as yet on the manufacturing site for the new lines. The company is presently building two additional floors on its Boyertown plant.

The new lines will be distributed through chain, department and individual retail stores over the country. Distribution through jobbers is not planned, Beckerman said.

Other officers of the company include Louis Beckerman, vice president; Arthur Beckerman, secretary; and Eugene Berman, 2nd vice president.

SHARP DECLINE

1st Quarter Output 10% Off Record High

The Tanners' Council released its initial estimate of shoe production in the first quarter 1954 this week and, on the surface, the figures appeared startling. If correct, output to date is running around 125,193,000 pairs or fully 10 percent off the 1953 first quarter total of 139,163,000 pairs.

However, as the Council points out, the comparison is not completely accurate and the rate far from discouraging. The 1953 first quarter figures were highest ever recorded in shoe history.

A better standard would be the more "normal" pace of 1952's first quarter when 127,791,000 pairs were produced. Thus, the 1954 would represent only a two percent decline from the norm.

The Council based its quarterly figures on an estimate of 40,700,000 pairs in Feb. and a seasonal increase to 44,400,000 pairs in March—both about nine percent below their 1953 counterparts.

Most industry observers feel that the slower pace to date will continue through at least early summer before retail demand catches up sufficiently with production to encourage manufacturers to speed up operations.

Following is a breakdown of unofficial figures for Feb. 1954:

	Est. Feb. 1954	Feb. 1953	% Chg.
(000 omitted)			
Men's shoes	7,590	8,745	-13.2
Youths' and boys' shoes	1,500	1,515	-1.0
Women's shoes	19,720	21,905	-6.1
Misses' and children's	5,550	6,298	-11.9
Infants' and babies'	3,340	3,404	-1.9
Other (slippers, etc.)	3,000	3,905	-23.2
Total	40,000	44,872	-9.3



STYLE COMMITTEE HEADS of Popular Price Shoe Show at recent get-together in New York. Left to right: Arthur Gold, Miles Shoes, Women's Dress Shoes; M. H. Reese, A. S. Beck Shoe Corp., Men's Shoes; Charles B. Conn, Sears, Roebuck & Co., Sports and Welts; and William Waddell, Sears, Roebuck, Children's Shoes. Sydney Spiegel of Bruce Shoe Co. is chairman of Women's Casuals and Dressy Flats.

Brezner Appointments

Albert Shaw and Morris Cohen have been named to manage the Brezner Tanning Corp. plant in Penacook, N. H., it has been announced by Benjamin Simons, president of the Allied Kid Co., of which the Granite State firm is a subsidiary.

The appointments were made as the result of the recent death of Melvin Snider, who had headed the Penacook concern since 1942.

Both Shaw and Cohen were formerly associated with the Boston office of the company and went to the Penacook plant in 1942.

EXCLUSIVE!

What Happens If United Shoe Machinery Loses Anti-Trust Suit?

An Industry Survey Of Many Shoe Manufacturers
Answers Some Important Questions And Problems

One of the most important surveys ever made within the shoe industry has just been completed. This survey was taken among a large number of shoe manufacturers representing more than half of the total shoe output of the country. The survey asked a number of particularly important questions in regard to the United Shoe Machinery Corp.

The theme of this questionnaire: In the event that the U. S. Supreme Court upholds the previous anti-trust decision against United Shoe Machinery Corp. handed down by the District Court in Boston, what should be the future plan of operations between United and the shoe industry?

The Supreme Court decision is expected to be handed down in April. Thus this survey report bears especial significance at this moment. The survey report (conducted by sources within the industry and not by this publication) is herein presented exclusively by *Leather And Shoes*. Following is a list of the questions asked and a consensus of the answers:

Question 1: Should shoe manufacturers be able to buy, lease, or lease-purchase machines?

Answer: They should have option of purchasing, leasing, or lease-purchasing all their equipment.

Question 2: Are you keeping an account of time spent in your plant by USMC agents for service of various machines?

Answer: It was found that practically none of the shoe manufacturers keep such records. However, the shoe manufacturers reported that most of the time spent by these agents is on pullover side lasters, inseaming and Goodyear stitching machines.

Question 3: What should be done with obsolete machines still in factories on lease or rental basis?

Answer: These should be sold or leased to manufacturers, or replaced with new machines on the same terms.

Question 4: If you decided to buy such machinery, how would you ar-

rive at a price fair to both you and United?

Answer: Price should be arrived at on a competitive basis. This takes into consideration age of machines; how much has been paid for operating the machines; and how much under normal accounting would have been charged off by the supplier—and thus arrive at a negotiated price.

Question 5: The fund is an accumulated percentage arrived at on a basis of four percent and above minimum requirements on leased and royalty machines. This money may be used to liquidate deferred license fees. If the machines so licensed are operated at or nearly at capacity during the term of leases, the fund will build up enough to enable the users to return such machines to USMC with no charge other than for broken or missing parts, plus transportation, and to install new and up-to-date machinery. If, however, the machine is operated below minimum requirements or slightly over, the fund will not take care of deferred license fee. Manufacturers so equipped must either return machines to United and pay balance of deferred license fee, plus broken and missing parts and transportation costs, or must find themselves equipped with a line of obsolete machines which in itself is an added handicap in terms of competition.

Answer: The fund should be studied from both a legal and accounting standpoint. Some companies have paid cash on return of machines, possibly for tax reasons. Machines should be used as fully as possible for the benefit of the machine owner. A factory that is able to use them to near capacity would have some advantage over one which has a large proportion of idle machine time which diminishes the return to the machine supplier.

Question 6: Does the situation described in Question 5 tend to slow up progress on new installations and new and better equipment? Aren't machines that would be otherwise tried out and tested pigeon-holed?

Answer: Lack of new machines stems from lack of competition.

Question 7: Should an installation charge be substituted for deferred license fee and the fund continued and applicable to that initial installation charge?

Answer: An installation charge would likely be acceptable. Such charge could be set up on credit and earned over the life of the machine. Terms with a finance credit company could be arranged.

Question 8: Inasmuch as the fund is a voluntary setup made by USMC, and is individual with each firm, shouldn't it be viewed and discussed in that light?

Answer: Yes.

Question 9: Since the cost of service has a direct bearing on unit charges, and the present trend is for higher wages to servicemen, is it unreasonable to expect higher unit costs? Where service is not made as a direct charge against manufacturers, so-called nuisance calls tend to multiply. In the light of this trend, what is your opinion with respect to manufacturers' servicing their own machinery in an effort to eliminate higher costs and reduce unit charges?

Answer: Service should be paid for by factories. This would eliminate nuisance calls. It should make manufacturers machine-conscious, and in the end would result in better trade relations with USMC. Lower service costs could be reflected in lower rentals and royalties.

Uphold Lunder Ruling

A National Labor Relations Board ruling that Lunder Shoe Corp. of Dover, N. H., refused to bargain in good faith with union workers at Biddeford, Me., while under the name of Bruce Shoe Co., has been upheld by the U. S. Court of Appeals.

The Biddeford plant was known as Mitchell Shoe Co. before being sold to Lunder in 1951. The latter operated it as Bruce Shoe Co. until set up as a corporation in Jan. 1952.

United Shoe Workers of America, CIO, filed charges of unfair labor practices against Lunder on March 26, 1952. The union charged that Lunder refused to bargain with it although USWA had been certified by NLRB as bargaining agent at Mitchell Shoe Co.

NLRB upheld the union's charges against Lunder but said Bruce Shoe Co., Inc., was not guilty of unfair labor practices. It added, however, that the latter was responsible for remedying unfair labor practices committed by Lunder.



RIVETING ROLLERS by machine to a stock boot for a special order.



PAUL RIEDELL attaches a blade by hand to a custom boot.

WHEELS AND BLADES

Skating Expert Makes Specialty Of Producing Footwear For Skaters

Paul Riedell Has Built Enviably Shoe-Skate Business From Zero to Plenty in a Few Years

By Magdalene Anderson

In the winter of 1936, shoe foreman Paul Riedell of Red Wing, Minn., went ice-skating in the first pair of boots he had designed and made himself.

Today the firm he founded and heads, Riedell Shoes, Inc., Red Wing, turns out 150 pairs of skating boots a day. About 10 of them custom built. The firm makes skating boots only.

Riedell's skating hobby grew into skating boot manufacture because, as he explains, "I wanted to get a quality boot to the skater at a nominal cost."

For 19 of his 27 years of shoe factory experience, Riedell worked as a machinist and foreman at the Red Wing Shoe Co. After hours he practiced on the ice. He and his wife were an amateur exhibition pair "dancing" on skates. They appeared in towns throughout the area and also instructed and helped organize figure skating groups.

Meanwhile, he made a few pair of boots for skating friends. In spare moments of the next six years he experimented to perfect a last. He studied foot structure to determine how best to build the proper last and shoe for the foot motions of the skater. The resulting last is the one he still uses.

Riedell wanted his boots to give the skater complete support with freedom: a snug heel, close fitting waist and instep, but particularly, with plenty of room at the toes.

"A skater's toes are always working when he is skating. That's how he keeps his balance," Riedell notes.

By arrangement with his employer he was permitted to send through a rack of his own product from time to time. The name "Riedell" was proudly imprinted. These boots came to the attention of a west coast dealer who set out on a needle-

in-the-haystack search of the plant to place an order.

In 1945, encouraged by the immediate sales response and local support, Riedell scraped together every penny of his limited resources and set up shop on the second floor of an unused factory. The small, incorporated firm, with eight employees, produced 40 pairs a day in that first lean year.

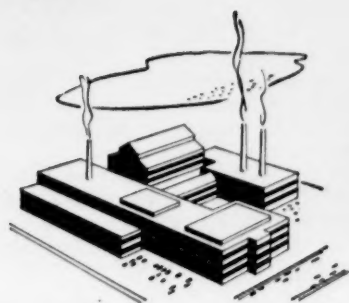
"I had made shoes most of my life," Riedell recalls, "but I knew nothing whatever about sales. That was my biggest problem—next to getting the capital in the first place!"

It was decided to use the Littleway process with Goodyear stitching of the outsole to the midsole. Since the main difference between a skating boot and a walking shoe is rigidity of the soles, Riedell has tried to do everything possible to make these stiff. The last fits short, the boots have heavy steel shanks and thick, solid leather soles. They have viscolized counters and, for the better grade models, the upper leather and lining is sprayed on the flesh side with a softening and sweat-proofing liquid before being cut.

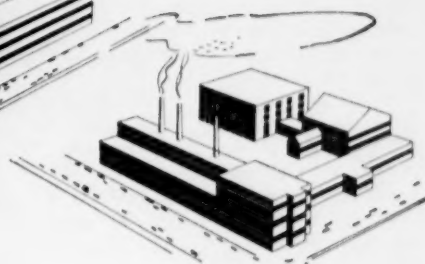
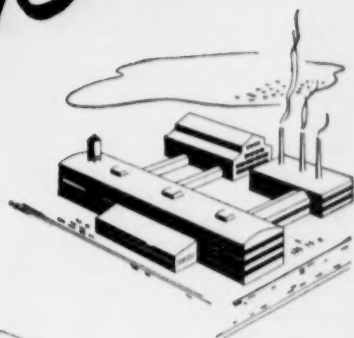
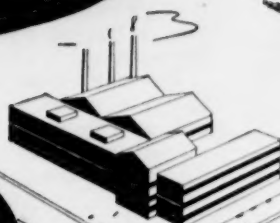
Precise fit, stiff soles, heavy counters and soft, mellow uppers which do not stretch but wrap smoothly about the ankles prevent a skating boot from warping and twisting.

With the exception of special, limited orders of roller-skating boots for which rollers are riveted on, stock boots are mounted with blades or rollers elsewhere. All the custom

Box Toe Problem



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For nearly half a century now, shoe manufacturers everywhere have come to Beckwith with their hard-to-solve box toe problems and Beckwith has engineered the correct answers. Beckwith has over 70 types and weights of conformable soft, flexible and rigid box toe materials in thermoplastics, pyroxy-lins, and rubber-filled felts and flannels. "Beckwith" means moulded steel safety box toes; industrial felt making, plastics fabrication, box toe heating equipment, and products for the ethical medical profession.

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Juveniles

GREY FLANNEL BASE
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GREY FELT BASE
Women's & Juveniles

GREY FELT BASE
Men's

Beckwith

BOX TOES

Beckwith Manufacturing Company, Dover, N. H., its subsidiaries and agents: Arden-Rayshine Co. & Castex Laboratories, Inc., Watertown, Mass., Beckwith Mfg. Co. of Wisconsin, (Milwaukee); Beckwith Box Toe, Ltd., Sherbrooke P. Q., Canada, Victory Plastics Co., Hudson, Mass., Felt Process Company, Boston, Mass., Safety Box Toe Company, Boston, Mass. Agents: Wright-Guhman Company, St. Louis, Missouri, The Geo. A. Springmeier Co., Cincinnati, Ohio, Factory Supplies, Inc., Milwaukee, Wisconsin.

boots have skates screwed on by hand.

In 1948 the plant moved to a comparatively new two-floor structure with 12,000 square feet of floor space. The firm employs 25, all experienced shoe workers, and has never closed for a day.

Riedell has retained his machinist's touch and has rigged up various jigs and gadgets to speed up some of the jobs done by hand where production does not warrant the installation of a machine. A certain amount of handwork on details is done.

Probably the most colorful aspect of the business is the contact with those show skaters, professionals, instructors, and amateurs in competition who have their boots made here. Riedell himself remodels lasts and cuts patterns for all custom boots using leather with a minimum of stretch at vital points.

He hears from "his" skaters from all parts of the world. Frequently, when on summer vacation, they stop by to have measurements taken and sometimes discuss changes. The present heel height, for example, was adopted after trying out the suggestions of skaters.

In its early years nearly all the firm's output became ice skates. Now over half are fitted with rollers. A surprisingly large percentage of children's boots, from size 8 and up, are sold. These are not the type used for Christmas gifts but are carefully fitted equipment for serious young skaters who have already begun to take lessons.

Although Riedell looks back somewhat nostalgically to the days when he made fewer skating boots but had more time to use them himself, he follows the activities of the skating world with the same keen interest. Moreover, he finds he can still execute a "14-step" on ice and points out, "At my age that isn't so bad."

FIGHT FOR SURVIVAL

Randall Report Says Tariff Ban A Threat To Leather Glove Industry

The U. S. leather glove industry, sorely beset by business declines over recent years, would be hard hit by a contemplated suspension of tariffs. This is the implication contained in a staff paper to the Randall Commission on Foreign Trade made public last week.

The controversial report said that ending of tariffs on leather gloves and handbags would mean a 100-300 percent increase in U. S. imports of both these items.

"Since United States tariffs are to this degree restrictive of imports," the paper said, "they afford that much 'protection' to domestic producers. 'Protection' and 'restriction,' indeed, are the obverse sides of the same coin. From the point of view of the nation as a whole, the policy of protecting individual producers adds up to overall 'restriction.'"

The full story of the problem of the communities of Gloversville and Johnstown, N. Y.—glove capitals of the world—in facing up to their problems is the subject of a 3,000 word article in the new staff paper published by the Randall Commission. The Commission was named by President Eisenhower to recommend a trade policy for the U. S.

The leather glove industry was one of the few singled out for treatment by the Randall paper.

For more than half U. S. imports in terms of dollar volume, the suspension of tariffs would have little or no effect, the report said.

On the other hand, for leather gloves and handbags, the suspension would mean an increase in imports

of 100 to 300 percent; for shoes of 50 to 100 percent; and for hides and skins, 10 to 25 percent.

The tariff on certain types of ladies' handbags is 14 to 25 percent, and on leather gloves 25 to 74 percent, the staff paper said.

"For the most part imports in this group are subject to relatively high duties and are probably significantly restricted by the tariff," said the paper.

On shoes, the duty ranges from five to 35 percent and the present volume of imports is less than one percent of U. S. production.

The paper said the duty on hides and skins imports is five percent, and that imports, in the year used as the base, came to 12 percent of domestic production.

As a corollary, the staff paper listed leather gloves and handbags among industries in the area of "maximum import competition" in the event tariffs were suspended.

For perhaps the first time, a government paper tried to measure the competition.

For handbags, thus, the paper put the duty at 14 to 25 percent, and said imports supplied 14 percent of U. S. demand.

Going further, the report said U. S. production was 75,000,000 handbags, and imports 2,961,000 for the year 1951. A 100 to 300 percent increase in imports, the staff paper went on, could bring imports to 12 million pairs.

As for leather gloves, the duty is 25 to 74 percent, and imports handle 23 percent of U. S. demand. A

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total of 45,000,000 pairs was produced in 1951 by the U. S. industry, and 3,050,000 were imported. A 100 to 300 percent increase could bring imports of 12 million pairs against U. S. output of 36 million pairs.

Among 30 industries of the U. S. which would suffer most from suspension of tariffs, the paper named leather handbags and gloves, as well as fur-felt hats, bicycles, motorcycles, apparel wool, woolens and worsteds, clay tile, hand-blown glassware, edible nuts and fresh or frozen fish fillets.

Said the paper:

"With regard to these producers, the real question is not whether there would, in fact, be adjustment to increased imports with possible consequent 'injury' but whether the imports are essential, or highly desirable, in the light of the national interest of the United States."

Several hundred companies and associations presented written statements to the Randall Commission. They included: The National Association of Leather Glove Manufacturers, Inc., Gloversville, N. Y.; The National Shoe Board Conference, Boston; The New England Shoe and Leather Association; Rubber Export Association, Akron, O.; The Rubber Manufacturers Association, New York, N. Y., and The Thread Institute, Inc.



WILLIAM W. PRICHARD who has been appointed as assistant director of research for United Shoe Machinery Corp. A member of United's research division in Boston since 1936, he has been responsible for the industrial direction of research and development of shoe factory supplies, related products and projects for the armed forces. His new duties will include responsibility for direction of all research and development projects, including new shoe machinery and shoe factory supplies.

ON UPGRADE

Canadian Shoe Output Gains 4% Over 1952

Production of leather footwear in Canada during the 12 months of 1953 increased to 39,282,786 pairs as compared with 37,460,091 pairs in the preceding 12 months, showing gains every month over the preceding year except for Oct. and Nov. This was an increase of almost 2 million pairs or 4 percent.

By months, production of such leather footwear showed following in 1953, figures in brackets being for 1952: Jan., 3,173,950 (2,516,724) pairs; Feb., 3,522,672 (2,966,778); March, 3,853,067 (3,213,924); April, 3,768,687 (3,268,155); May, 3,602,246 (3,293,097); June, 3,203,059 (2,999,124); July, 2,541,154 (2,462,027); Aug., 3,296,904 (3,163,256); Sept., 3,312,843 (3,451,250); Oct., 3,321,707 (3,735,206); Nov., 3,004,487 (3,352,928); Dec., 2,682,010 (3,037,622).

Production of footwear with soles other than leather totaled 24,188,470 pairs during the 12 months of 1953.

There were 267 factories in opera-

tion in the last month of 1953 but their production of leather footwear dropped to 2,682,010 pairs in that month against 3,037,622 a year ago in same month. In the same month, output of footwear with soles other than leather amounted to 1,669,791 pairs or 62.2% of total production in contrast to 1,821,914 a year earlier.

During 1953, production showed the following, figures in brackets being for 1952: men's, 8,759,260 (8,872,560) pairs; boys', 1,337,480 (1,313,993); youths', 341,051 (352,618); women's and growing girls', 18,993,931 (17,712,425); misses', 3,699,112 (3,350,413); children's and little gents', 3,133,537 (2,823,464); babies' and infants', 3,018,415 (3,034,618).

January Sales Gain

Dollar sales of retail shoe stores across the nation totaled \$119 million in Jan., an increase of \$8 million over Jan. 1953 although well below the Dec. 1953 total of \$196 million, according to the Census Bureau.

Sales of Group II stores—11 or more stores—amounted to \$38 million in Jan., equal to a year ago Jan., and well below the \$81 million of Dec.

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CEMENTED SHOES AT PEAK

New England Group Analyzes Shoe Output By Constructions

Cemented shoe production, the No. 1 of shoe construction, continued to expand last year reaching an all-time peak of 48 percent of the nation's production.

This is reported by the New England Shoe and Leather Association

which has completed a special survey of shoe output by types of construction. The data should prove of value to the shoe industry since the U. S. Census Bureau discontinued such surveys with its 1947 Census of Manufactures.

(In 000 Pairs)	Pairs Produced		Percent Change '53-'52	Percentage of Total Output by Construction 1952 1953	
	1953	1952		1952	1953
Shoe Production, TOTAL	501,180	508,534	- 1.4		
Production Not Classified by Construction	4,680	4,134	+13.2		
Production Classified by Construction	496,500	504,400	- 1.6	100.0	100.0
Cemented, including Slip-lasted and silhouwelt	239,400	239,600	- 0.1	48.2	47.5
Slip-lasted shoes exclusively	85,000	87,800	- 3.2		
Goodyear Welts	126,600	127,900	- 1.0	25.5	25.3
Stitchdown	63,400	65,200	- 2.8	12.8	12.9
Lockstitch, including littleway	39,400	40,800	- 3.4	7.9	8.1
Prewelts	10,400	10,100	+ 3.0	2.1	2.0
McKays	10,300	11,400	- 9.6	2.1	2.3
Nailed	5,600	8,000	-30.0	1.1	1.6
Turns	1,400	1,400	0.0	0.3	0.3

1953 COMPARED WITH 1939

(In 000 Pairs)	Pairs Produced			Percent Change 1953-1939
	1953	1952	1939*	
Shoe Production, TOTAL	501,180	508,534	435,258	+ 15.1
Production Not Classified by Construction	4,680	4,134	(4)	-
Production Classified by Construction	496,500	504,400	435,258	+ 14.1
Cemented, including Slip-lasted	239,400	239,600	112,316	+113.1
Slip-lasted shoes exclusively	85,000	87,800	(3)	(3)
Welted	137,000 ⁽¹⁾	138,000 ⁽¹⁾	128,691 ^(1a)	+ 6.45
Stitchdown	63,400	65,200	63,148	+ 0.4
McKay ⁽²⁾	49,700	52,200	79,400	- 37.4
Wood or Metal Fastened	5,600	8,000	18,486	- 69.7
Turned	1,400	1,400	33,217	- 95.8

* Source: U. S. Department of Commerce, Census of Manufactures, 1939.

(1) Includes prewelt.

(1a) Includes silhouwelt and prewelt.

(2) Includes lockstitch and littleway.

(3) Data not available.

(4) 1939 production was completely classified.

Of the 501,180,000 pairs of shoes produced in 1953, fully 239,400,000 were cemented types, including slip-lasted and silhouwelt. In 1952, these types accounted for 239,600,000 pairs or 47.5 percent of the total 508,534,000 pairs of shoes produced.

Slip-lasted types exclusively amounted to 126,600,000 pairs in 1953 or 25.5 percent of the total. In 1952, they totaled 127,900,000 pairs or 25.3 percent of annual production.

Third largest type of shoe construction was the stitchdown which accounted for a pairage of 63,400,000 in 1953 or 12.8 percent of total output. In 1952, there were 65,200,000 pairs of stitchdown shoes made or 12.9 percent of total.

Next was lockstitch, including Littleway, which accounted for 39,400,000 pairs or 7.9 percent of 1953 total. In 1952, the figures were 40,800,000 pairs or 8.1 percent of total.

NHA Award To Hickman

Edward W. Hickman, well-known hide and skin executive, has been selected to receive the National Hide Association's Medal of Merit, according to Merle A. Delph, chairman of the Awards Committee. Hickman, a member of Hickman & Clark, Fort Wayne, Ind., hide firm, is the first hideman to receive the NHA top award.

One of the founders of the National Hide Association and largely responsible for its early growth, Hickman is extremely active in philanthropic affairs and had contributed a great deal to the prestige of the hide industry.

The Medal will be presented at NHA's Spring Meeting to be held May 10-11 in Detroit, Mich.

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TRIAL BY JURY

Judge Denies Gold Plea For Acquittal

Last defense manoeuvre—a motion for acquittal—in the trial of Ben Gold, president of International Fur and Leather Workers Union, on charges of filing a false non-Communist affidavit failed this week when Federal Judge Charles F. McLaughlin denied the motion.

Judge McLaughlin ruled that the Government has presented enough evidence in its charge that Gold lied when he swore he was no longer a member of the Communist Party to warrant submitting the case to a jury.

Gold submitted the affidavit (required by the Taft-Hartley law) to the National Labor Relations Board in 1950. He claimed earlier that he had resigned from the Communist Party after nearly 30 years of service with it.

The Government has presented witnesses who testified that Gold has since been active in May Day celebrations.

After denial of the acquittal motion, defense lawyers presented Vera Taft, Gold's secretary, who testified that in Aug. 1950 Gold dictated a letter to Gus Hall, Communist Party secretary, submitting his resignation and severing all affiliations with the party.

Meanwhile two jurors were dismissed this week for "mysterious reasons." *The Washington Post* stated that Leonard Abrams, foreman of the jury, was removed because a "FBI agent had come to his home" asking if he had received certain material in the mails. A second juror, George Caragakos, was dismissed Tuesday.

Barney Bowen Resigns

B. C. (Barney) Bowen, for 43 years a member of the staff of *Boot & Shoe Recorder*, has resigned, effective April 1. Bowen, one of the industry's best known figures, joined the *Recorder* in 1911 as Ohio representative and in 1916 became general midwest representative with headquarters in Chicago. Later, he was made vice president of the publication.

A graduate of the law department of the University of Cincinnati, Bowen has helped scores of shoe manufacturers and retailers in de-

veloping sales and training programs. In the years before the present widespread use of advertising agency service by manufacturers supplying the shoe field, Bowen acted as advertising and marketing counsel for many leading firms, preparing copy and conducting market research studies.

Barney's immediate plans call for a month's vacation in Florida after which he will return to Chicago to act as head of the Merchants Service Co., 209 S. State St., suppliers of forms and records for shoe stores.

Holmes To Retire

Joseph W. Holmes, long-time president of United Last Co., Boston, will retire sometime this year, according to trade reports.

Although no official announcement has been made, it is understood that Holmes, now 67, will step down from his post within a few months. He will continue in a consulting and advisory capacity to United Last.

Martin Delaware Head

Charles Martin, superintendent of E. Hubschman & Sons, Inc., Philadelphia tanner, has been elected president of the Delaware Valley Tanners' Club. He succeeds John Dean of Allied Kid Co.

Other officers elected at the group's annual election included: Frank Zeissig, John R. Evans & Co., Cam-

Jingles In Jest

Ah! Sweet Mystery

Tanners start with nothing,
Lose dough every year,
Die as rich as Croesus.
Something's screwy here!

Shoemen, too, they tell us,
Start on borrowed dough;
Pay their debts from losses.
It's volume, don't you know!

den, N. J., vice president; Ira D. Clarke, Eastern Regional Laboratory, Department of Agriculture, secretary-treasurer.

Annual outing of the Club will be held May 28 at LuLu Temple Country Club.

Endicott Joins NHA

Endicott-Johnson Corp. of Endicott, N. Y., has joined the National Hide Association, according to Jack Minnoch, executive director of the group.

Minnoch recently visited Endicott employees at company hospitals in the city and inspected houses erected for employees by the company. His reports on both were enthusiastic.

The NHA director was guest of honor at a company meeting on Saturday, March 13, and spoke on the effects of mange and other cattle diseases upon hides and leather.

Wilner for Wedgie Heels

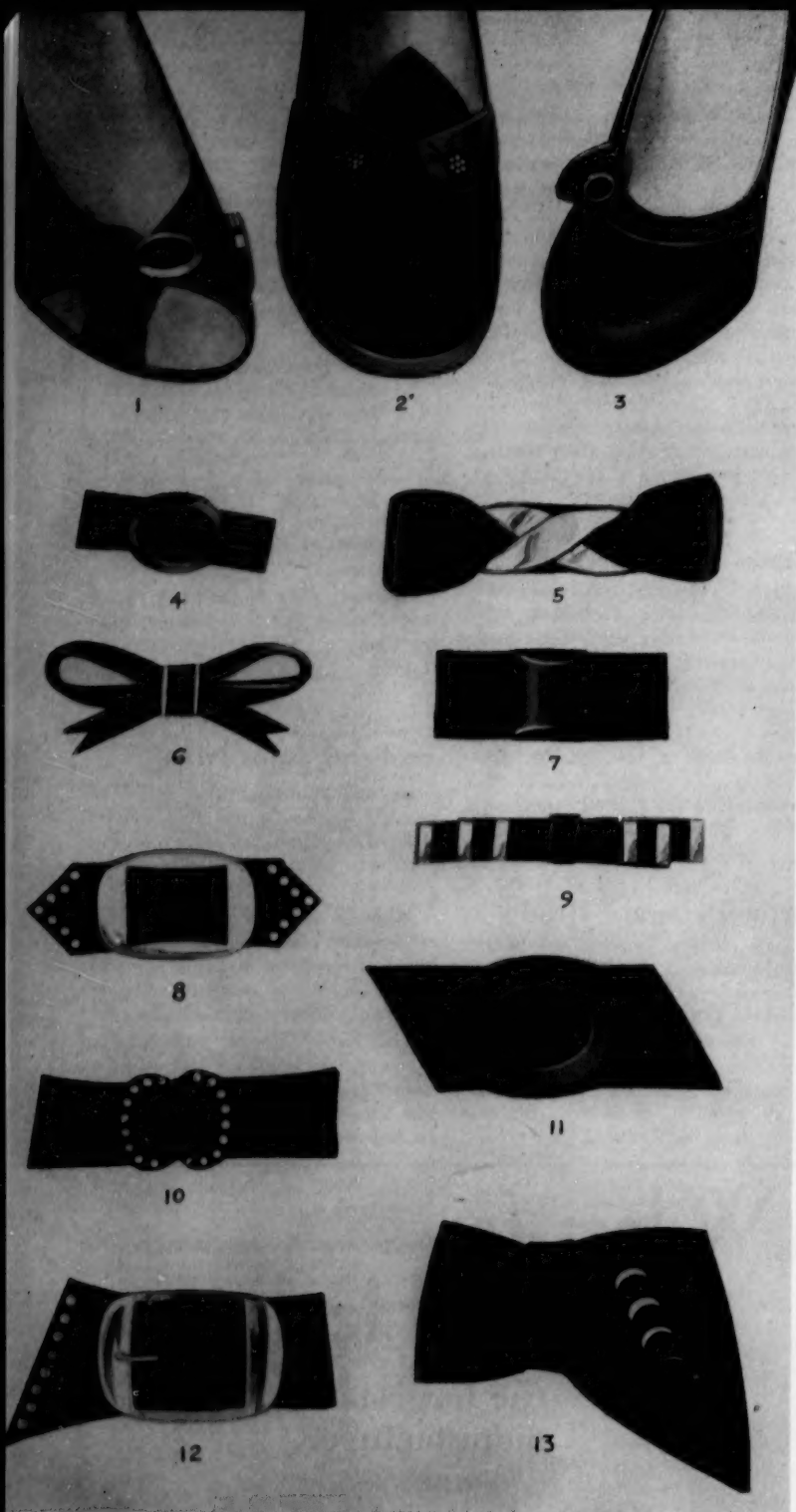
the largest
manufacturer
of quality
wedgie heels
in the world



Stylescope

Buckles and Bows: Pert 'N Pretty For Fall

FRESH touches of decoration are being introduced to provide subtle flattery for women's Fall shoes. The styling of footwear ornamentation evinces a definite trend away from the gaudy, gingerbread, somewhat overdone jeweled type of treatment to the neat touch of glitter or brightness, contrast in textures, or illusion of depth. Rhinestones will still be popular, but their usage will be much more subdued, giving a rich rather than a brassy appearance. A touch of ornamentation on bows as a finishing feature, however, has definitely arrived. There are countless interpretations of this new trimming trend, many of which are depicted by the 13 designs on this page which were styled by E. E. Weller Company, Providence, R. I.



1) Dainty, gold trimmed and buckled bow emphasizes open vamp lines of this sling back.

2) Cluster of rhinestones on two large nail-heads with black backgrounds brings out contrasting collar on this smart flatie.

3) Thread-like gold piping on topline and across vamp shows off stand-up tab with its cufflink decor on this smart pump.

4) Four rows of white stitching appear on this pertly detailed buckled bow.

5) Twisted burnished gold buckle enhances this brown suede bow.

6) Sassy navy bow trimmed with white center edging.

7) Glamour yet simplicity in muted shading of jet on black on this elegant bow.

8) Black patent bow strikingly ornamented with white buckle and beading.

9) Slender, three tiered bow edged with gold trim.

10) Tiny rhinestones adorn buckle of this black suede bow.

11) Interesting color combination on this bow: gray suede buckle on navy suede background.

12) Aniline ginger buckled in gold and emphasized by beading for a rich-looking bow.

13) Gleam of gold circles in this jaunty asymmetrical black suede bow.



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Your Geigy representative will discuss the application of Sella Fast Black FF to aniline leathers on his next visit.

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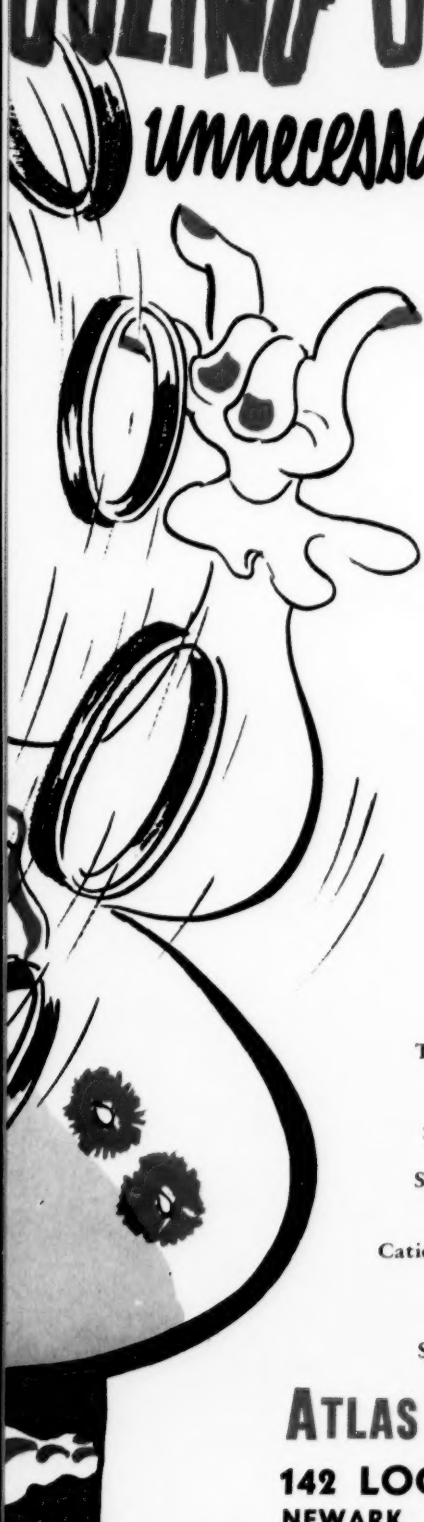
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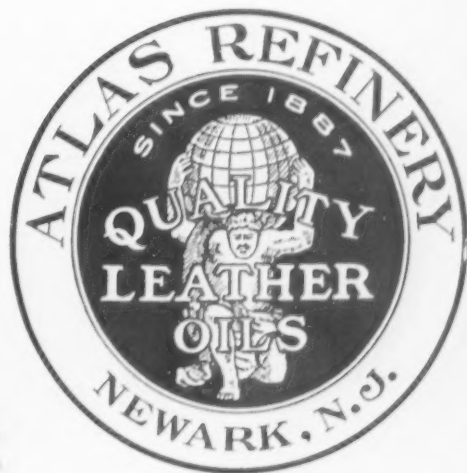
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One miss can cost you dearly. That's why Atlas removes the guesswork for you by producing quality oils that are scientifically refined and processed to meet self-imposed rigid standards. You don't have to juggle oils when you use Atlas oils. Our constant adherence to uniformity is your protection. There's more than 67 years of tanning oil know-how back of every batch of Atlas oils—more than 67 years of satisfying the demands of the nation's leading tanners. For extra measure, Atlas Refinery insists upon such high standards of quality that it welcomes comparison.

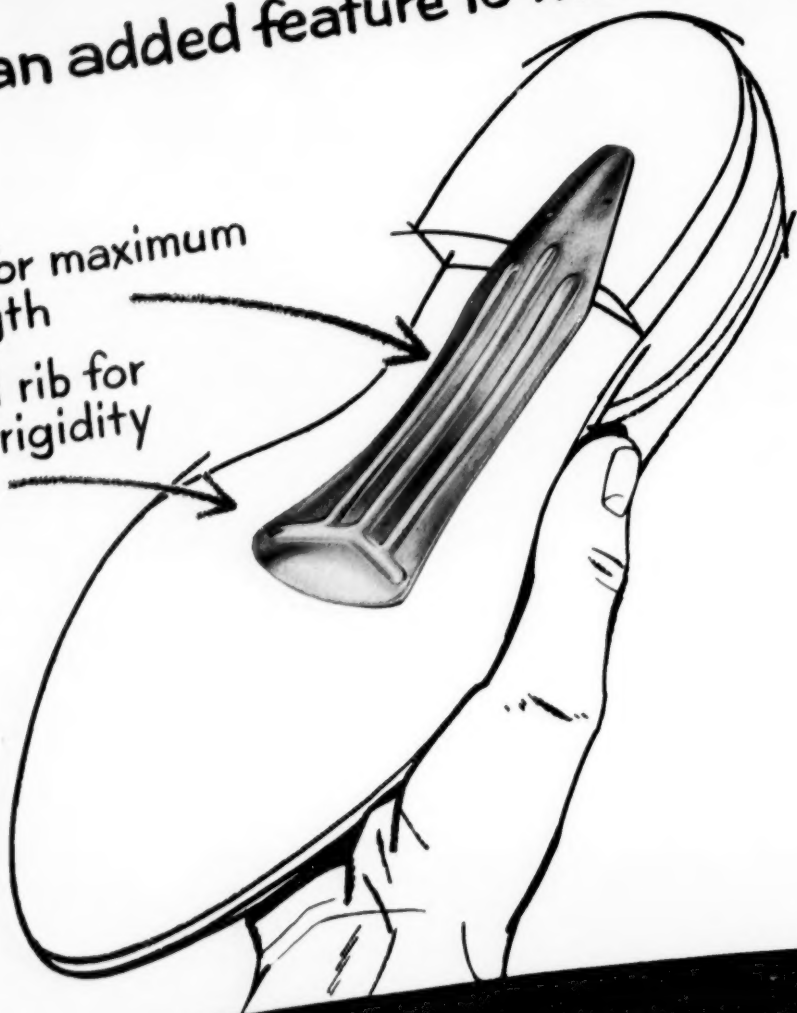
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3 ribs for maximum strength
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The #15 R&L CUSTOM Steel Shank

Here is the shank designed to provide maximum strength and rigidity . . . an ideal shank for all types of men's footwear, from the finest high-style men's dress shoe to the rugged work shoe or field boot.

The #15 R & L Shank provides a single means of attaining two important characteristics of a finely constructed shoe—strength and fine bottom character.

This new shank is available in various gauges and in lengths from $4\frac{3}{16}$ " to $6\frac{1}{16}$ ". Samples can be obtained through United branch offices.

VITA-TEMPERED STEEL SHANKS

are tough, hard, uniform. Fit like master models. Clean, ready to use. Preserve balanced tread.



UNITED SHOE MACHINERY CORPORATION, BOSTON, MASS.

REAL INNOVATION

Leather Chemists Open Exhibit Space

Something new in meetings of the American Leather Chemists Association will be unveiled at this year's 50th anniversary meeting June 6-9 at Bedford Springs, Pa. Association officers have approved a plan to provide space for exhibits during the meeting.

Idea is to allow firms with new products and equipment to display and demonstrate these during the meeting of the world's outstanding leather chemists.

Reservations for exhibit space can be made through Dr. Fred O'Flaherty, Secretary, American Leather Chemists Association, University of Cincinnati, Cincinnati 21, O.

Dominic Meo, general chairman of the meeting, has announced the following members of the New England, Delaware Valley and Wisconsin Tanners' Production Clubs who will be in charge of the meeting's Practical Tanning session on Wednesday, June 9: Wendell Morris of Eagle-Ottawa Leather Co., general chairman; C. David Wilson, Fred Rueping Leather Co., secretary; Charles A. Martin, E. Hubschman and Sons, Inc., chairman of Calf Division; James E. Koeniger of Blanchard Bros. & Lane, Side Leather Upholstery Division.

W. Robert Lotz, Albert Trostel and Sons, Side Upper Leather Division; Reuben G. Henrich, Surpass Leather Co., Goat and Kid Division; Charles G. Cares, John Flynn and Sons, Inc., Sheepskins; and Malcolm H. Battles, A. C. Lawrence Leather Co., Sole Leather.

Deliveries Readied

William G. Quinn of the newly-organized firm of Quinn & Delbert Boot and Shoe Mfg. Co., Marlboro, Mass., has announced that delivery of the company's line of stitchdown cowboy, ski and engineers' boots for juveniles will begin around April 15.

Quinn & Delbert have taken over the factory at 31 Springhill Ave., Marlboro, formerly occupied by Brennan Shoe Co. Employing about 75, the firm has begun daily production of 600 pairs, with ample room for later expansion.

The initial line comprises ski and engineers' boots in sizes 10 through

6 and cowboy boots in a wide variety of styles and colors ranging from infants' size 4 through boys' size 6. The firm is now building a sales force for national distribution of its products.

Quinn & Delbert start with nearly a half-century of boot and shoe manufacturing experience. Quinn, who will handle factory supervision and sales, has been superintendent of the John A. Frye Shoe Co., Marlboro, for the past 25 years. Fernand Delbert, treasurer and purchasing agent, is also a principal in P. Gregoire Shoe Mfg. Co., which his grandfather founded in Paris, France, in 1860.

NOT OFFICIAL

Rubber Shoe Output At 55 Million Pairs

Production of vulcanized rubber-soled, fabric upper footwear, long an industry enigma, was estimated this week at 54.7 million pairs by the New England Shoe and Leather Association.

Because no official statistics are available on these casual-type men's and women's shoes, the Association secured its information from both the rubber industry and large shoe manufacturing firms which also make rubber footwear.

Comparison of 1953 estimated rubber footwear output with the 1947 Census Bureau data shows an increase of 138.9 percent over the 22.9 million pairs produced in that year, the Association states.

Even more significant are increases of 336 and 348 percent from 1947 to 1953 in both oxford and specialty types. Last year, the industry produced 27.9 million oxfords, including men's casuals as compared with only 6.4 million in 1947. Similarly, there were 10.3 million specialties, including women's casuals, made in 1953 against 2.3 percent in 1947.

Bals accounted for 16.5 million pairs in 1953, an increase of 16.2 percent over the 14.2 million pairage reported in 1947.

As Maxwell Field, executive vice president of the Association, puts it, "Shoe manufacturers — particularly men's producers featuring summer playshoes and casuals — have undoubtedly suffered sales losses due to the prominence of rubber casual footwear during the past few seasons."

Ask Trucking Hearing

Further hearings on the question of increased less-than-truckload motor carrier rates were requested this week by the New England Shoe and Leather Association.

The Association filed a petition with the Interstate Commerce Commission requesting the hearings on ICC's order MC-C-1115 which sharply increases these rates.

John E. F. Foote, Association president, said that the ICC order, which becomes effective May 10 by establishing Class 3 rates for such shipments, would "result in increases of 27-65 percent, depending upon weight."

This would seriously impair the competitive position of New England manufacturers even though actual transportation charges are paid by the buyer, Foote added.

The Association also pointed out that the major carriers which transported the bulk of shoes shipped into New York were also requesting the ICC to allow present rates to remain in effect.

Pennsylvania Golf

The annual golf tournament of the Central Pennsylvania Shoe and Leather Association has been scheduled for Thursday, June 17, at the Reading (Pa.) Country Club, according to D. H. Kreider of D. H. Kreider and Son Shoe Co., Palmyra, Pa., president of the Association.

Members of the various committees which will arrange the annual affair will be named shortly by Kreider.



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Quality

COMBINING — ELASTICIZING
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WINDRAM
MANUFACTURING COMPANY
Established 1867
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NO BREAKUP

Packers Cleared Of Trust Charge

The Justice Department's five-year anti-trust suit against the "Big Four" packers ended last week when the Government itself filed a stipulation in U. S. District Court, Chicago, dismissing the suit "without prejudice."

The Government has sought to have Armour & Co., Swift & Co., Wilson & Co., and Cudahy Packing Co. broken up into 14 small units as opposed to the present four large firms. Dismissal of the anti-trust suit was ordered by Atty. Gen. Herbert Brownell, Jr.

Swift & Co. issued a statement recalling that when the action was started in 1948 "we said then there was no basis for the suit. By this logical decision the Government shows foresight in dropping charges which previous trials have demonstrated to be unfounded."

Armour & Co. called the dismissal "a complete vindication of our position that the suit was without basis and never should have been filed. . . . We hope that the action taken today, after more than five years of investigation, will forever end this harassment of our business."

Pearlized Handbags

Morris White Fashions, New York handbags manufacturer, reports it has gone into production of Neolite handbags with the new pearlized lustre finish.

The new handbags, priced to retail at \$7.50-\$15, will be promoted in combination with women's leather shoes featuring the pearlized finish, one of the newest items in the women's shoe fashion picture.

Both White and Goodyear Rubber Co. will launch a national advertising campaign on the handbags.

MILITARY BUYING

Invitations

Gloves, Leather. The Aviation Supply Office, Navy Dept., 700 Robbins Ave., Phila., Pa., has issued Inv. No. JD-383/2555-41/54Q calling for 27,804 pr. Gloves, Aviators, leather, various sizes to Specs M386B. Contracts on this invitation for bids will be made to small business concerns. Opening March 29.

Leather, Shoulder. The Veterans Adm., N. Y. Regional Office—Supply Officer—252 Seventh Ave., N. Y. 1, N. Y., has issued Inv. No. 36 calling for leather, shoulder, 10-12 iron, headless, flexible, 6 lbs. per skin to 8 lbs. per skin—200 skins in all. Opening March 31.

Leathers. The N. Y. QM, 111 E. 16th St., N. Y. 1, N. Y., has issued Inv. No. 2039 calling for the following items:

Leather, upholstery, full top grain black (French) type 1, finish A, smooth selection A, 1,750 sq. ft.

Also, 5,950 sq. ft. Leather, upholstery, top grain snuffed, embossed in coarse grain, dull black, selection A, type 2, finish D.

Also, 6,100 sq. ft. Leather, upholstery, green, dark, selection A, type 2, finish C.

Also, 1,400 sq. ft. Leather, Cattlehide, chrome tanned 1/16" type 3, top grain, cow-hide.

Also, 460 sq. ft. Leather, strap, vegetable tanned cattlehide 3/32" color black, type B, selection A, class 2.

Also, 7,900 sq. ft. Leather, upholstery, top grain snuffed embossed in coarse grain, dull black selection A, type 2, finish D. Opening April 8.

Surplus Shoe Sale. The Property Disposal Officer, Sunflower Ordnance Works, Lawrence, Kansas, has issued Inv. No. S-19 calling for the sale of approx. 1,000 prs. of shoes on April 9.

Boots, Mukluk. The N. Y. QM, 111 East 16th St., has issued a pre-invitation notice calling for Boots, mukluk, sage green, N-1B, estimated quantity 118,620 pr. Bids will be opened about May 10th, 1954.

Bids

Leather Lined Gloves. The Killington Mfg. Co., Rutland, Vt., was low bidder under Inv. No. 970C which opened at the Phila. Marine Corps, and which called for 25,000 pr. of leather lined gloves. The Killington Co. quoted as follows: For delivery to San Fran., Calif.—\$1.874 up to 15,000 pr.; \$1.895 up to 20,000 pr.; \$1.915 up to 25,000 pr. For delivery to Phila., Pa.—\$1.849 up to 15,000 pr.; \$1.849 up to 20,000 pr.; \$1.87 up to 25,000 pr. or \$1.89 for a minimum.

Shoes, Safety. John Addison Footwear Co., Emmaus, Pa., was low bidder under Inv. No. 1975 opened at the New York Navy Purchasing Office calling for 830 prs. of Shoes, Safety-molders, congress style, black uppers. Addison quoted \$5.50 per pair for all sizes delivered to both Oakland, Cal., and San Diego, Cal., less a discount of 1/10%, 10 days.

Leather Lace. A. L. Gebhardt Co., Milw., Wisconsin, was low bidder under Inv. No. 288, which opened at the New York Quartermaster, calling for 16,512 sq. ft. of leather lacing, alum, vegetable or chrome tanned, side thickness, 8/64 inch. Gebhardt quoted a unit price of .4575 per sq. ft. for delivery to Benicia Arsenal, Army Point, Cal.; Pueblo Ord. Depot, Avondale, Col.; Red River Arsenal, Defense, Texas, and to Terre Haute Ord. Depot, Ind.

Deaths

George C. Gaillard . . . 72, rubber executive, died March 17 in White Plains Hospital, White Plains, N. Y. He was a retired district manager of United States Rubber Co. in New York. Gaillard was a member of the New York Athletic Club and Knollwood Golf Club. He leaves his wife, Alice R.; two sons, Dr. G. Everett and Dr. Richard A. Gaillard; and a sister, Miss Lillian Gaillard.

(Other Deaths on Page 38)

QUEBRACHO EXTRACTS

**SOLID
POWDERED
LIQUID**

**THE
RIVER PLATE
CORPORATION**

405 LEXINGTON AVE., CHRYSLER BLDG., NEW YORK

Slow Week Finds Tanners Glum Leather Buying At Low Level

With Few Orders On Books, All Look
To April For Much Heralded Up-swing

New York shows more interest in side upper leather, but it is spotty and mostly of a fill-in nature as the full demand for fall leathers has not become apparent.

Prices on large spread elk of 4½ to 5 ounces about 38c to 40c and down but due to price pressure some tanners have sold leather at levels from 36c and down. Combination large spread 45c to 42c and down and that is subject to concessions depending on how hard a particular tannage is to sell.

On patent leather the situation has slowed down and only the occasional fill-in order on current spring cutting is reported.

Outside of fill-in orders on aniline finishes and glove finishes for spring, there is little doing in women's weight calf. Prices on women's weight smooth spring and summer leather from \$1.00 and down while suede in women's weights starts at \$1.05 and down. Volume trading in the 80's and 70's.

Sole leather market has steadied

up a bit following a weak period, the 10 iron and up bends are 46c and 9½ to 10 iron bends at 50c on volume trading over the past 4 or 5 days. Formerly 49c and even less was heard on 9½ to 10 iron bends but good sized sales have gone over involving tannery run bends at 50c. Double rough shoulders at 44c to 48c as to weight for volume business with some talk of 42c on heavy and up to 52c for real light shoulders. Bellies still firmly 27c to 28c for tannery run.

Sole Leather Tanners report little new business. Even the small orders that have kept billings at respectable level are harder to find.

Up to about 68c still paid for small lots of top quality light bends. Less desirable lights bring less according to worth. About 58c and down paid for 8-9 iron stock. In the 9-10 iron bracket quotations of around 52c and down cause no stampede to buy. Over 10 iron bends bring 47c and down.

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1953 HIGH
CALF (Men's HM)	73-1.05	73-1.05	83-1.10	95-1.20
CALF (Women's)	58-98	58-98	78-95	80-1.03
CALF SUEDE	60-1.00	60-1.00	78-1.03	85-1.10
KID (Black Glazed)	55-90	55-90	55-90	55-90
KID SUEDE	48-90	48-90	80-96	80-96
PATENT (Extreme)	50-56	52-57	56-62	60-64
SHEEP (Russet Linings)	15-25	15-25	18-32	18-32
KIPS (Combination)	52-54	52-54	56-60	64-68
EXTREMES (Combination)	44-50	44-50	51-53	56-59
WORK ELK (Corrected)	34-38	34-38	38-42	38-45
SOLE (Light Bends)	64-68	64-68	65-68	68-72
BELLIES	27-29	27-29	26-27	26-29
SHOULDERS (Dble, Rgh.)	44-50	44-50	50-53	51-56
SPLITS (Lt. Suede)	30-35	30-35	33-38	35-39
SPLITS (Finished Linings)	17-20	17-20	18-22	24-26
SPLITS (Gussets)	14-16	14-16	15-17	18-20
WELTING (½ x ¼)	6¼-7	7-7½	8	8
LIGHT NATIVE COWS	14-14½	14-14½	17	20½

All prices quoted are the range on best selection of standard tannages using quality rawstock.

THE OHIO LEATHER CO.

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A.L. GEBHARDT CO.
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PHONE DAlY 8-6919
GEBHARDT VOGEL TANNING CO.
706 W. OREGON ST., MILWAUKEE

Sole Leather Offal found little new interest as week progressed.

Bellies continue to bring 27-29c. The 28-30c prices sometimes recently quoted, not heard this week. Any sudden widespread demand for bellies could mean a quick rise in price as inventories very low.

Single shoulders neglected with quotations of 38c and down eliciting small interest. Double rough shoulders slow at 44c and down. Mild interest in carefully selected clear lights at 46c and down.

Calf Leather in strange position. Everybody agrees that calf will have good fall run but few willing to buy this far ahead.

As usual, men's heavy top grades move well. Medium weights get little attention in any grade. Up to about \$1.05 quoted for best heavy leather with a premium of around five cents asked for aniline finish. Grains of interest but still in sampling stage.

Women's calf brings up to about \$1.00 for small skins, up to about 95c for regular skins. Aniline demands four to five cents premium.

Heavy suede calf for unlined shoes gets moderate call. Light weight suede gets nothing but sampling.

Sheep leathers continue mixed. Here and there good sales are heard of.

Boot lining russets slow at 25c and down. Shoe linings get fair business at 15-18c, a few small orders in grades between 19-22c. Colored vegetable linings about 24-25c and down. Chrome lining equally quiet at 28c and down.

Side Leathers ended March with fairly good billings, face April with little on books. All tanners hope for start of long delayed large order buying before April ends.

Best combination tanned kips quoted at 54c and down for heavies, about 50c and down for light end. Best heavy extremes quoted at 48-50c and down. Large leather gets a top of about 45c. Plenty available at less.

Chrome kips very quiet at 50c and down for heavies, several cents less for lights. Very best extremes quoted at 44c and down for heavies. Large

heavies quoted at 42c and down. In light weights prices vary greatly with much leather in 30's.

Split tanners continue to produce much leather with resulting competition keeping prices low. Linings the big item with heavy suede getting moderate attention.

Though one or two tanners ask 22-20-18c for their best finished linings, few buyers willing to pay above 20c. Plenty of quotations heard between 18 and 14c. Suede linings sell fairly well at 23c and down with some quotations at about 26c and down. Non-slips quoted at 16-19c as a rule.

Heavy suede splits still hold fairly well to 44c and down level for best, 40c and down for less desirable leather. Light suedes quiet.

Sole splits, after a fair week, find new business slower. Good 4-5 ounce stock quoted at 30-28-26c. Up to 34-32-30c asked for 5-7 ounce leather. Good heavies, 6-7 ounces, quoted at 42-40-38c by some, several cents less by others.

Work glove leathers fair. Various prices heard, depending upon tannages and quality. Some producers readily admit they are not doing as much business as they would like.


Best tannages, of course, still bring top prices while less desirable quality leather often sells at a cent or two lower. Work glove splits of LM weight continue around 13-14c for No. 1 grade, 12-13c for No. 2 grade, and 11-12c for No. 3 grade. M weight ranges 14-15c for No. 1, 13-14c for No. 2 and 12-13c for No. 3.

Garment leathers not too active. The big run for the season is about over and except for a little re-ordering of small lots here and there, commitments for the Spring months are just about completed.

Suede sheep currently ranged 31c to 33c and down as to tanners and grain finish at 32c to 34c and down. Some choice grain finish from imported foreign skins brought up to 34-36c and down and some tannages of cape skins start at lists of 40c and down but have sold for less to meet competition. Some cape type sold as low as 30c.

Horsehide garment leather quoted at 36-38c and down for the better tannages which seem to be firmly held due to the fact that good quality rawstock is not very plentiful. Cowhide garment leather is quoted from 29c to 32c a foot depending upon tannages.

Bag, Case and Strap marking time. Legislation in Congress at



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**WORK GLOVE
SHOE GUSSET
INDUSTRIAL
SLIPPER**

SOFT • COLORFUL • FINEST FULL GRAIN

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COWHIDE**
by
**LOS ANGELES
TANNING CO.**
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**GLUV TANNAGE SIDES
CHROME SPLITS
PIGMENT FINISHED FOR UPPERS**

AGENTS:

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Kesson Leather Co.
150 Nassau St., Rm. 738
New York, N. Y.

W. M. Henson
2708 Lyndhurst Road
St. Louis 21, Mo.

Washington to reduce excise or so-called "luxury" taxes on handbags, luggage, etc., is expected to stimulate business when it is passed.

Prices more or less nominal awaiting the resumption of volume business. Case leather of 2-2½ ounce quoted at 41-42c and 3-3½ ounce at 43-44c. Grade A russet strap leather of 4/5 ounce ranges 50-51c, 5/6 ounce at 52-53c, 6/7 ounce at 54-55c; 7/8 ounce at 56-57c, 8/9 ounce at 58-59c, 9/10 ounce at 61-62c and 10/11 ounce at 64-65c. Grade B continues quotable at 2c less and Grade C is listed 4c lower.

Glove leathers improved. Leather dealers report a little better tone.

Cabrettas in fair demand but most business in the lower grades. Number sixes at 37c are the best sellers. Pigskins in the same category. Grades under 50c the most popular.

Demand for men's greys picking up. Top grade of the domestic variety quoted at 38c. Hair types bring 60 to 65c.

Iranian grains can be bought at 26c, 21c and 17c. Some fair sized orders placed but demand not brisk.

Hair type garment grains reported in good demand with prices ranging from 48c down to 36c. Iranians quoted at 30c. Garment suedes quiet in the face of rising prices.

Kid leathers spotty. Philadelphia tanners report that aside from black suede, business has not shown any particular increase.

Some black glazed is moving and just a little in the standard shades of dark blue and brown. Nothing else seems to go.

Those tanners who handle satin mats are getting a few orders but most have small business. A little crushed is moving.

Average Kid Leather Prices

Suede 32-90c
Slipper 25-60c
Linings 25-55c
Crushed 35-75c
Glazed 25-1.00
Satin Mats 69-98c

Belting leather wavers. Buyers ordering only as they need. No one seems to be buying ahead.

Shoulders move well at 29c for No. 1 and 47c for No. 2, but for welting and not waist belting. Bend butts remain at following: No. 2 — 96c light, 88c medium and 83c heavy. The No. 3 now moves at 89c light, 81c medium and 76c heavy.

Carriers showing signs of good

business in some instances — others report continued spotty business. No one reports any price changes.

Tanning Materials

Raw Tanning Materials

Divl Divl. Dom. 48% basis shp't, bag	\$72.00
Wattle bark, ton "Fair Average"	\$ 99.00
"Merchantable"	\$ 95.00
Sumac, 28% leaf	\$128.00
Ground	\$123.00
Myrobalans, J. 1's Bombay	\$43.00
Sorted	\$48.50
Genuines	\$48.00
Crushed 42-44%	\$62.00-\$63.00
Valonia Cups, 30-32% guaranteed	\$51.00
Valonia Beards, 40-42% guaranteed	\$65.50
Mangrove Bark, Ecuadorian	\$54.00
Mangrove Bark, Colombian	\$58.00
Mangrove Bark, 38% E. African	\$69.00-\$70.00

Tanning Extracts*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.40
Barrels, c.l.	5.30
Barrels, l.c.l.	5.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	11.28
Bags, l.c.l.	12.00
Cutch, solid Borneo, 55% tannin	.08%
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
bbia. c.l.	.06%
Oak bark extract, 25% tannin, lb.	.06%
bbia. 6½-6¾, tks.	
Quebracho Extract:	
Solid, ord., basis 63% tannin, c.l.	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Wattle extract, solid, c.l., East African 60% tannin	.10
Wattle extract, solid, c.l., South African 60% tannin	.10
Powdered super spruce, bags, c.l.	.05½
.65%; l.c.l.	.05½

Spruce extract, tks., f.o.b. wks.	.01%
Myrobalan extract, solid, 55% tannin	.07%
Myrobalan extract, powdered, 60% tannin	.10
Valonia extract, powdered, 63% tannin	.09%
Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin	.16%
Wattle Extract, Powdered, Swedish, 73% tannin	.15%
Powdered Spruce, spray dried, Swedish	.04
Myrobalan, Swedish, Powdered 68-70%	.11%
Oakwood, Swedish, solid, 60-62%	.11%
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11%
Larchbark, powdered, Swedish spray-dried, 58-60%	.12%

Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	.90-.95
Cod, sulphonated, pure 25% moisture	.13-.13½
Cod, sulphonated, 25% added mineral	.11½-.12
Cod, sulphonated, 50% added mineral	.11-.11½
Castor oil, No. 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.18
Linseed oil, tks., f.o.b. Minn. drums	.15-.16.7
Neatsfoot, 20° C.T.	.30-.32
Neatsfoot, 30° C.T.	.27-.28
Neatsfoot, prime drums, c.l.	.19
c.l. fob Chicago	.18%-19¼
Neatsfoot, sulphonated, 75%	.17½-.18
Olive, denatured, dra. gal.	2.20
Waterless Moellon	.13½-.14
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11-.12
Common degrass	.12-.13
Neutral degrass	.25-.26
Sulphonated Tallow, 75%	.13
Sulphonated Tallow, 50%	.10
Sulphing compound	.13-.14
Split Oil	.11-.12
Sulphonated sperm, 25% moisture	.16%
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.14%
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.13%
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.12%

*Imported Extracts are plus duty.

Fine Leathers

CASUAL LEATHERS

GYPSY* . . . A soft, mellow, full grain leather. Dyed through, it is a character leather in every respect. GLUVHIDE* . . . A full grain, neutral back, quality leather. Preferred by outstanding casual shoe manufacturers. * Copyright pending.

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"SUPERIOR LEATHERS" Chrome Retan Sole Leather

In bends . . . shoulders . . . bellies . . . outstanding in its waterproofing and long-wearing properties . . .

"Katz Chrome"

The ideal leather for shoe . . . glove . . . and garment purposes.

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HIDES AND SKINS MARKET REPORT

Tanner Activity Slows Again But Price Levels Hold Steady

Some Dealer and Specialty Buying Along
With Export Business Holds Up Market

Packer hides slow moving. However, the market maintained a fairly steady undertone mainly because of dealer and specialty buying. Some purchases made by the latter operators at the going prices with an undetermined number of the hides said to be going for export.

Export demand still a factor in the market whenever foreign countries have enough dollars to spend on hides and skins. Present prices of our domestic hides are comparatively low whereas values in other producing areas of the world such as South America have been kept at high levels due to barter and exchange trade agreements.

Heavy native steers sold at 10½¢ for river points and 11¢ for Chicago-St. Paul productions. Heavy native cows sold at 11½¢ for rivers and 12¢ for Chicago-St. Paul. Likewise, light native cows moved at 14-14½¢. Light average Wichita branded cows sold at 11¢, butt branded steers at 9½¢ and Colorados at 9¢. Some southwestern light cows and extreme light native steers from Ft. Worth brought 18½¢.

Some tanners at midweek were only bidding 14¢ for northern light cows which brought 14½¢.

Some business in independents. Several of the large midwestern independent packers have sold bull hides at 11¢ for natives and 10¢ for brands, these prices being a half cent above top levels previously paid. Demand for bulls has held up well and supplies becoming available are still rather limited.

The large outside packers also

have been selling other selections freely and moving a good volume of hides from week to week. Latest reported business by a large Minnesota packer who sold 850 light native steers at 14½¢, 1,300 branded cows at 10½¢ and 650 branded steers in mixed pack at Fremont, Nebraska plant at 9½¢ for butts and 9¢ for Colorados. Packers' Assn. sold 1,200 heavy native steers.

Large packers in the East continue to maintain well sold position. One seller moved 900 branded steers at Pittsburgh, butts bringing 10¢ and Colorados 9½¢. Another large packer sold southeastern light hides at Ocala, about 1,350 involved, at 14½¢ for native and 12½¢ for branded; also 1,100 Baltimore light hides at 14¾¢ and 12¾¢.

Small packer hides slack. Offerings fairly liberal and some accumulations reported in certain areas although firmly held by sellers. Most

sellers have tried for advances but not much success.

Better quality southwestern light hides averaging 40-42 lbs. moved in a range of 13-13½¢ flat fob. shipping points with up to 14¢ asked in some directions. Midwestern hides averaging 45-47 lbs. sold this week at 12½¢ selected fob. shipping point.

Very choice plump 56-58 lb. avg. midwestern allweights went at 10½¢ and a car of 55 lb. avg. Minnesota production at 11¢ selected fob. Some ordinary midwestern 50-52 lb. avg. hides moved at 10½¢ selected fob.

Country hides steady. Demand limited and mixed lots of country allweights including renderer hides averaging around 50 lbs. not sold very freely at 8½¢ flat trimmed fob. shipping points. Some buyers indicated ideas around 8½¢ del'd. Chicago basis or 8¢ fob. shipping point.

Locker-butcher hides free of renderers averaging around 50 lbs. have sold at 9-9½¢ flat tr'd fob. shipping points. Some interest in lighter stock averaging 42-43 lbs. for upper leather purposes was shown up to 10¢ Chicago.

Glue hides in carlots range 7-7½¢ fob., the inside price bid. Country bulls nominal around 6¼¢ fob., last paid for one car.

Calf quiet. Since the recent trading at 40¢ for Wisconsin heavy and light calf and St. Paul lights. Last sales of St. Paul heavy calf at 42½¢

HIDE FUTURES

	Close March 25	Close March 18	High for Week	Low for Week	Net Change
April	14.20B	14.45T	14.53	14.23	-25
July	14.75T	14.85B	14.98	14.75	-10
October	15.18T	14.27T	15.38	15.15	-09
January	15.38B	14.43T	15.50	15.40	-05
April	15.50B	14.58B	15.52	15.50	-08
July	15.60B	14.63B	-03
Total Sales. 172 Lots					

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers	10½-11	10½-11	10 -10½	13 -13½
Light native steers	14 -14½	14 -14½	14 -14½	17½-18
Ex. light native steers	16 -16½	16 -16½	16 -16½	21
Heavy native cows	11½-12	11½-12	11 -11½	14½-15½
Light native cows	14 -14½	13½-14	13½-14	18
Heavy Texas steers	9½	9½	9	12
Butt branded steers	9½	9½	9	11½
Light Texas steers	12	12	11 -11½N	16
Ex. light Texas steers	13½	13½	14 -14½N	18½
Colorado steers	9	9	8½	11
Branded cows	10½-11	10½-11	10½-11	13 -13½
Native Bulls	11	10½	10 -10½	11
Branded Bulls	10	9½	9 -9½	10
Packer calfskins	37½-42½	37½-42½	37 -42½	47½-55
Packer kipskins	26½-27	26½-27	25 -27½	31 -40

NOTE Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

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while River heavy and light last brought 37½c.

Still some offerings of big packer kip from river points at 26½c which was last paid but demand has since subsided. No overweights offered alone of late. Packer regular slunks continue unchanged at the last trading basis of \$1.85 and large hairless at 85c.

In the small packer market, all-weight calf continues around 28-30c and kip at 15-17c but not much new business reported at present. Country skins unchanged at 22c for calf and 12½c for kip, last paid for carloads lots.

Country hides limited. Desirable productions still wanted at \$9.00-9.50 trimmed and \$10.00-10.50 untrimmed fob. shipping points but not very many hides obtained. Poor quality hides have little or no call and when sold are moved at discounts, particularly if a heavy percentage of mules is included.

Dealers moving cut stock in the range of \$6.25-6.35 for good quality northern fronts. Butts, however, met some price resistance this week and ranged lower at \$3.75-4.00 for 22" and up.

Sheep pelts tight. Unfavorable weather in many sections has retarded shearing operations and supplies of shearlings have not seasonally increased as fast as expected.

Buyers reached for big packer mid-western No. 1 shearlings, paying up to \$1.50-1.55 for good lots, \$1.20 for No. 2s and 80-90c for No. 3s.

Clips moved in the range of \$2.25-2.50. Puller interest in current production wool pelts seemed limited and supplies were reported obtainable at \$4.90-4.95 per cwt. liveweight basis. In the absence of sales, full wool dry pelts remained nominal at 26-27c.

Some sales of pickled skins were made at \$9.75 and \$10.00 per dozen, as to productions and description of the lots sold.

Dry sheepskins scattered. Most shippers claim they are in a well sold up position by making sales to Europe at much higher prices than can be realized here.

Wool sheepskin markets continue firm. At the latest Australian auctions, Melbourne reported market generally two pence and at times three pence dearer with shorn lambs and cross breeds most affected. At Sydney, 54,500 skins were offered, lambs one to three pence and all others par to two pence higher.

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New Zealand lambs ease. On latest sales, it is off from 4 to 5 shillings from top levels.

Some South Island "CFM" lambs sold at 90 shillings and "Islington" lambs at 80 shs. Other late sales included "Canterbury" lambs at 78 shillings and "Wallis Gore" lambs at 92 shillings.

A fair amount of North Island lambs sold at from 80-88 shillings, as to brands. According to latest reports, U. S. buyers purchased at least 425,000 dozen and possibly more as some of the buyers are not reporting their purchases.

A fair amount of sheep have sold although it has been difficult to confirm any late sales. Iranian pickled sheepskin market is slow and nominal as very little interest and at prices below what sellers are asking. Domestic market unchanged with late sales lambs at \$9.75 and lambs and sheep at \$10.00 per dozen.

Reptiles mixed. Fairly good call for tejus as tanners report interest in alligator lizard leather. However, due to small offers and high prices asked for Brazil back cut tejus, buyers are unable to operate as they cannot get the price out in the leather. Shippers at origin are quite firm and have been asking 70c

fob. and even higher for 20/60/20 assortment, 90/10 selection.

Alum tanned water snakes available at 18c for 3½ inches up, averaging 3¾ inches, 70/30 selection, 8c for 3 inches up, averaging 3¼ inches and all 3 inches at 5-6c. Wet salted Agra back cut lizards offered at 15c for 8 inches up, averaging 9 inches, 22-24c for 9 inches up, averaging 10 inches, 80/20 selections. Some late sales at slightly under the asking price, including 10 inches up, averaging 11 inches at 30c.

Calcutta oval grain lizards, 40/40/20 assortment, 90/10 selection, offered at 15c. Calcutta bark tanned whips, 4 inches up, averaging 4½ inches, 60/40 selection, offered at 30-31½c and all number twos at 20c.

Malayan ring lizards, 25 centimeters and up, averaging 32 centimeters, 50/50 selection, held at \$1.32. Not much interest here and buyers' ideas are around \$1.10-1.15.

Deerskins drag. Buyers have either withdrawn from the market or else lowered their ideas for Brazil "jacks." Last confirmed sales at 59c, basis manufacturers, and while some quarters are of the opinion that they might be able to interest buyers at 1c less, most buyers' ideas are 2c under last trading basis.

No change in New Zealand situation. Buyers claim they will not better last trading basis of 70c c&f., while shippers continue to ask 2c and even more higher.

Pigskins move. Europe continues to be in the market especially for skins on spot and willing to go along at last trading levels. Not many lots available. Offerings for shipment but usually at prices above what buyers willing to pay.

Buyers in Fulton County will only take on odd lots from spot and some Manao grey peccaries sold at \$2.10 and blacks at \$1.25, basis manufacturers. Para grey peccaries held at \$1.60 fob., basis importers.

Goatskin Prices

INDIA & PAKISTAN	Today	Last Month
Amritsars (1200 lbs.)	\$9-9¼	\$9-9½
Best Patnas	Nom.	Nom.
Muzaffarpurs	\$10	Nom.
Dinajpurs	\$10.50	Nom.
Dacca	Nom.	Nom.
Calcutta Kills	Nom.	Nom.
Cocoonads (1.70/1.80 lbs.)	\$9.00	9¼
Deccans (1.70/1.80 lbs.)	\$9.00	9¼

CHINAS

Szechuans, lbs.	Nom.	Nom.
Hankows, lbs.	Nom.	Nom.
Chowchings, ds.	Nom.	Nom.

MOCHAS

Berberahs	\$8½	\$8-9
Hodeidahs	\$5.00	Nom.
Batties	\$11-11½	\$11¼-11½
Battle types	\$9.75	\$9.37½-10½
Addis-ababas	\$5.50	Nom.

AFRICANS

Algiers	Nom.	Nom.
Casabiancas	Nom.	Nom.
Marrakesh	Nom.	Nom.
Constantines	Nom.	Nom.
Orans	Nom.	Nom.
Tangiers	Nom.	Nom.
West Province Ex. Lts.	48c	48c
Port Elizabeth Ex. Lts.	46c	46c
Nigerians, lbs.	\$1.06-08	\$1.06
Mombasas, ds.	\$9.35-10½	\$9.35-10½

LATIN AMERICANS

Mexicans		
Matanzas, etc. (flat)	45c	45c
Oacacas	Nom.	Nom.

Venezuelans

Barquisimelos	39½c	40c
Coros	39c	40c
Maracaibos	Nom.	Nom.
La Guayras	Nom.	Nom.

Colombians

Rio Hache	Nom.	Nom.
Bogotas	Nom.	Nom.

West Indies

Jamaicas	75c	75c
Haitians	44c	44c
San Domingos	Nom.	Nom.

Brazils

Cearas	83c	85c
Pernambucos	85c	85c
Bahias	Nom.	Nom.

Argentines

Cordobas/Santiagos	48-50c	48-50c
Pampas	Nom.	Nom.

Peruvians

Paytas	45½c	45c
Ayacuchos	46½c	46½c



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PEOPLE

About industry personalities coast to coast

• **Johnnie Walsh** has resigned as shoe stylist for Town & Country Shoes of St. Louis. He will continue, however, as president of Camille Designs, Inc., St. Louis manufacturer of women's flats and casuals. The latter firm is also located in St. Louis.

• **Gregory J. Perreault** has been appointed field salesman for Hooker Electrochemical Co. of Niagara Falls, N. Y. Perreault spent 10 years as a chemical engineer with duPont and joined Hooker's process study department in 1952, became a group leader shortly thereafter. He was transferred to technical sales service work in the sales department in 1953. He will make his headquarters in the New York district sales office.

• **Richard F. Spain** has been appointed Midwest District sales manager of Nopco Chemical Co., Harrison, N. J. He will be in charge of technical liaison and chemical sales for adhesives, cement, tanning and many



other industries. A company employee since 1941, Spain is well acquainted with technical problems in the Midwest area, having served as chemist in Nopco's Control and Sales Service Laboratories and as a member of the sales force in Illinois and Iowa. He will supervise Nopco personnel in 12 Middle Western states.

• **Willard O. Savage** has announced his retirement as assistant secretary and manager of the Collection Department of The Feikes Mercantile Agency, Inc., New York. Savage, a well-known figure in the shoe and leather trade for the past 25 years, is currently on a vacation and will announce plans for the future at an early date.

• **Theodore Hasse** has joined the sheepskin and shearling division of A. C. Lawrence Leather Co. and will handle sales in the New England area.

Hasse was formerly associated with Oshkosh Tanning Co. and has been active in sales of shearling and mouton.

• **Dr. Gerhard Otto**, whose article on "New Methods In Tanning, Dyeing and Finishing of Leathers" appeared in L&S' March 20 issue, is currently visiting the U. S. on business for Badische Anilin & Soda Fabrik, AG., Ludwigshafen a. Rhein, Germany. The company's products, par-

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Leatherok Heel Base Board is also made in Canada by Bennett Ltd., Fort Chambly, P. Q. and in Caseyville, Illinois by Western Fibre Co.

ticularly for the leather and textile industries, are handled in the U. S. by Nova Chemical Corp. of New York.

• **Julius Cutler** has been named fitting room foreman at Mel Preston Shoe Corp., Brooklyn manufacturer of women's shoes. Formerly with Beleganti, Inc., also of Brooklyn, Cutler replaces **Nathan Sherman** who has been hospitalized for some time.

• **Paul A. Crane** and **Lee P. Hart** recently joined the production and sales departments of Knipe Bros., Inc., Ward Hill men's shoe manufacturer. Both were formerly associated with Roberts-Hart, Inc., of Keene, N. H.

• **Eddie Settino** has joined Elfskin Corp., Worcester manufacturer of linings, sock linings, etc. He will handle the firm's line in New England.

• **Doris Beechman** has resigned as fashion and promotion director of the Guild of Better Shoe Manufacturers in New York to devote her time to Global Fashions, New York fabric importing house. She was associated with the Guild for the past four years. No successor is planned, according to Albert Bogutz.

NEWS QUICKS

About industry happenings coast to coast

Arizona

• **L. M. Jenkins** of Flagstaff and Scottsdale has opened a store at 31 North First Avenue, Phoenix.

California

• The **San Francisco Shoe Show**, scheduled originally for May 23-26 in San Francisco, has been cancelled and will be transferred to Los Angeles on the same dates.

Connecticut

• **Charm Footwear Company**, 15 Chestnut Street, South Norwalk, has recently appointed Charles Simonetti as superintendent.

Delaware

• **E. I. duPont de Nemours & Co.** is currently expanding its production of shoemaking materials. The com-

pany has developed a new line of sole-attaching cements with which it has been experimenting over the past year and will place these on the market shortly. Another product, which it is reported will revolutionize shoe factory operations, is now in the experimental stage.

Maryland

• After dissolution of partnership, **Harry Felser** will continue to operate **Pilot Shoe Company**, 31 Hopkins Place, Baltimore.

Massachusetts

• Plans are underway to rebuild **Quality Shoe Store** on State Street, Newburyport, which was destroyed by fire in February. Quality is temporarily located at 27 Inn Street.

• Since its reorganization **Knipe Brothers Inc.**, Ward Hill, manufacturer of men's shoes, is planning an increase in its production level. Paul Crane is the company's new president and general manager.

• **Melvin M. Snider**, late president of the **Brezner Division of Allied Kid Company**, left his entire estate to his widow, Esther B. Snider. Snider, 40, died recently after a short illness.

• **Petrou Shoe Company**, Haverhill, maker of women's shoes, is moving from 52 Washington Street to 14 Stevens Street in the same city.

• Full production is now underway at **Martin-Tickelis** shoe shop, Newburyport. The company suffered water damage during a recent fire.

• **Lesande Shoe Company, Inc.**, Haverhill, manufacturer of women's footwear, has moved from 59 Wingate Street to 81-87 Washington Street.

• **New Step Footwear Company, Inc.**, manufacturer of California casuals and slippers, is moving its factory operations to 785 Flushing Avenue, Brooklyn.



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New Jersey

- **Cinderella Shoe Company** is located at 316 Straight Street, Paterson. The firm recently opened for business.
- **Lucy Ann Footwear Manufacturing Corp.** is now operating in Paterson.

New York

- **Unadilla Footwear**, East Berlin, has ceased operations and its machinery will be moved back to Brooklyn. The plant was operated by Knight Slipper Manufacturing Company of Brooklyn.
- **The Joint Small Business Council**, representing small business specialists of various Department of Defense and other government procurement agencies within New York and New Jersey areas, held a meeting this week at New York Quartermaster Purchasing Agency. Principal speaker for the occasion was Conrad K. Osterman, Chief, Domestic Commerce Division, U. S. Department of Commerce, New York City.
- **Hooker Electrochemical Company**, Niagara Falls, recently began operations at its new \$12,000,000 caustic soda—chlorine plant at Montague, Michigan.

• **Endicott Johnson Corp.**, Binghamton, is finding a fertile field for retail outlets in suburban shopping areas with parking facilities. The company has signed leases on five such units in Rotterdam, Springfield, Mass., Eastwood section of Syracuse, Fairless Hills between Philadelphia and Trenton, and DeWitt, east of Syracuse.

• Officers and directors of **Endicott Johnson Corp.**, Binghamton, were reelected at recent meetings of directors and stockholders. Directors reelected to serve for another year include: Charles F. Johnson, Jr., Lawrence Merle, Raymond A. Mills, Frank A. Johnson, Bruce L. Babcock, Jewett F. Neiley, Ralph B. Clark, Robert V. Horton, Linda Stanford, Herman R. Salem, Fred E. Diekroger, and Harvey Litterer. Officers reelected are: Charles F. Johnson, Jr., president and general manager; Lawrence Merle, Raymond A. Mills and Frank A. Johnson, vice presidents.

North Carolina

• Ernest E. Rollman, vice president of **Wellco-Ro-Search, Inc.**, Waynesville, is on a business trip in Europe. He has concluded several new license agreements for manufacture of shoes according to Wellco-Ro-Search processes in such countries as Denmark and Turkey.

Ohio

• **Dan Cohen Company**, retail shoe chain with general offices in Cincinnati, reports net profit for 1953 of \$56,392 as compared with \$76,915 in 1952. The company has declared a regular quarterly dividend of 25 cents a share, payable April 1 to stockholders of record.

Pennsylvania

• **The Wilkes-Barre factory of I. Miller & Sons** is in process of being shut down, according to trade reports. Carlisle Shoe, subsidiary of I. Miller, will take over output of Wilkes-Barre plant.

• Melba Klein has filed registration certificate to trade as **Philadelphia Paramount Shoe Stores Company**, located at 4453 Frankford Avenue, Philadelphia.

Tennessee

• **Culver Manufacturing Company, Inc.**, Erin, has purchased patterns, lasts, dies and pattern rights of Hubbard Division of Weyenberg Shoe Company. Culver plans to increase its production of children's shoes and moccasins.



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● **Retail sales** of shoes across Canada dropped 5.2% in dollar volume in Jan. compared with the same month last year and showed a spectacular drop of 53.1% against Dec. last, with all regions reporting losses.

Chain stores' sales of shoes dropped 6.6% in Jan. compared with last year in the same month but independent stores' sales declined 4.5% in this period. Of the estimated \$6,940,000 worth of retail shoe sales in January, chains obtained \$2,297,000 and independent stores \$4,643,000.

● By an overwhelming majority, the 266 employees of the **Humberstone Shoe Co., Ltd.**, Port Colborne, Ont.,

● **Bata Shoe Co. of Canada, Ltd.,** Batawa, Ont., is recruiting young men for sales and administration posts with the company in Canada and overseas. The Canadian firm has associated companies in the Far East, Africa, Middle East, South America and Europe.

● There was a sharp drop in the dollar volume of sales of Canadian **footwear wholesalers** during Jan. this year as compared with the corresponding month a year ago but the value of such dealers' inventories jumped up 18.9% in this period.

● There was a sharp decline in the **value of shipments** of Canada's leather footwear manufacturers during the 12 months of the past year, with such shipments fluctuating drastically from 162.9 in Jan. to a mere 101.5 in Dec., based on Dec., 1952 being 100.

• Canadian department stores' sales of women's, misses' and children's shoes during the twelve months of 1953 rose 0.4% in dollar volume compared with such sales in 1952, totalling \$43,307,000 as against \$43,154,000. Sales across the nation of men's and boys' shoes declined to \$16,660,000 during the past year as compared with \$17,427,000 in preceding year for a decline of 4.4%.

Value of stocks of women's, misses' and children's shoes increased 7% by Nov. 30, 1953 compared with the same date a year earlier, with stocks of men's and boys' shoes rising 7.1% in this period.

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Tel. Highlands 5-9481 BOSTON (Roxbury Dist.) MASS.

Letters

Chiropodists vs. Shoe Men

Sirs:

I read your editorial of February 13th with considerable interest. It raises problems which are vital, and I think there is need for a calm and dispassionate exchange of views between shoe men and podiatrists to arrive at a common solution which will insure the consumers' needs for uniformly healthful and comfortable footgear.

There is an element of truth on both sides of the controversy, which you seem to see. Many podiatrists have a solid foundation in handling and fitting footwear. The study course at the Long Island University College of Podiatry includes a full year of instruction in shoes and shoe therapy. Furthermore, students are encouraged to take part-time jobs in department stores selling shoes.

With this background, plus a good basic knowledge of the anatomy and physiology of the foot and a good deal of clinical experience with foot disabilities, podiatrists and chiropodists have developed definite insight into what constitutes suitable footwear. Physicians speak as experts on most phases of our life habits, ranging from smoking to housing; surely we should turn to the podiatrist as a qualified and impartial judge in evaluating shoes from a medical point of view.

This does not mean that podiatrists should pronounce final judgment on shoes. The day-by-day experience of the shoe man qualifies him to also make a contribution towards the development of good standards of proper shoe fitting and selection. It is no accident that better shoes are available to more people at lower prices in this country than anywhere else in the world. This is an achievement in which the shoe industry can take justifiable pride. However, some segments have plunged ahead to create economic value without fully considering other responsibilities.

The great and constructive accomplishments of the shoe business, both at the manufacturing and retail level, should not blind us or them to the tremendous responsibility which they have for the maintenance and improvement of foot health. This responsibility should be welcomed by all groups within the shoe industry. The industry has more to sell than mere economic value. The products of the shoe industry are inextricably linked with physical well-being and comfort.

As doctors, we must rank the importance of healthful footwear ahead of economic considerations. Some manufacturers have denigrated their product, and this has had an adverse effect on the standing of the industry as a whole, despite the fact that the majority of established shoe manufacturers have built their business on a solid reputation which they have guarded zealously.

One of the more obvious solutions to the problem of inferior and/or harmful footwear is self-policing and cooperation between all levels of the shoe industries and their suppliers on the one hand, and those groups within

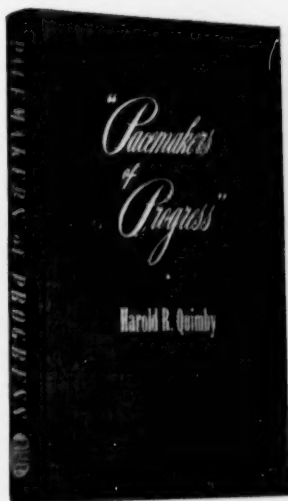
the medical profession concerned with the care of the feet on the other.

It is this mounting incidence of foot disabilities which is of primary concern to us in the American Foot Care Institute. We are ready to cooperate in any industry-wide program designed to establish sound standards for foot health and for the dissemination of sound information on shoe fitting.

You are serving a vital social function in spotlighting this problem.

Dr. Benjamin Kauth

Director
American Foot Care Institute
New York



There is no other book like it... it will make any shoe selling job more interesting, more productive.

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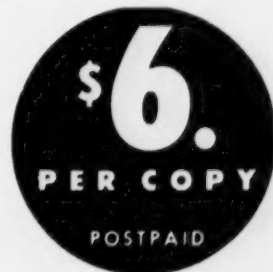
If you're a veteran or a newcomer, if you are a traveler, a jobber, a retailer — *if you sell shoes, get this book.*

It will freshen your interest, enlarge your knowledge, spark you to bigger sales, bigger earnings. It's the book that will give you more authentic information on the *sales* side of shoe business than anything else you can own. It will give you brilliant conversation and information pieces, help you to help your customers.

It's written in the kind of language salesmen like. No double-talk, just straightaway facts presented like an

article in a magazine. A "background" book you'll keep with you all the time. Splashed with illustrations that will give you thoughts in a minute, but detailed enough that it leaves no questions unanswered.

It's so good for salesmen, you'll want to give it to any one who sells shoes, and you'll want your own copy with you every minute. Order that copy now. Send check or money order for \$6.00. You'll be glad you did.



RUMPF PUBLISHING CO.

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Chicago 6, Illinois

High Time

Sirs:

A job well done deserves praise. Congratulations on your editorial of March 6: "No Reason For a Negative Attitude In Shoe Business." It is high time we at least recognized some of our blessings—and that doesn't mean for a moment that we shouldn't still be highly critical of our shortcomings.

Merrill A. Watson

Executive Vice President
National Shoe Manufacturers Assn.
New York

Delayed Compliment

Sirs:

We would like to obtain additional copies of your recent article, "Planned Work Flow Lowers Costs." Our division handles the overseas operations of General Shoe Corporation plants. We think that this article will demonstrate very effectively the changes and improvements which can be made in fitting room layouts by the application of modern methods.

For many months I have been meaning to write and compliment you on the splendid editorials you run each week. I think that your magazine is by far the most outstanding in the

industry, and that your feature editorials are extremely thought-stimulating.

Ernest Moench

Intercontinental Management Assoc.
General Shoe Corp.
Nashville, Tenn.

Wants Joint Committee

Sirs:

Your editorial of February 13th reminds me that we should again give some thought to setting up a joint committee to promote an educational program within the industry and within the professions, to develop a qualified knowledge about footwear in general.

We should talk this over in the near future, and make some plans. I am sure that the studies I have sponsored and your own intimate knowledge of the subject should be helpful to such a committee.

Joseph Lelyveld

Chairman
National Foot Health Council
Rockland, Mass.

Let's Join Together

Sirs:

We have read with interest your

editorial "Which Group Is To Be The Public Authority On Shoes—Chiropodists Or The Shoe Men?" in your Feb. 13 issue.

The Foot Health Committee, Inc., does not wish to *impose* standards on footwear but rather to confer with those manufacturers who are interested in foot comfort. The Foot Health Committee, Inc. is aware of the need for flexibility in standards and has no intention of setting dogmatic regulations but does wish to work with the shoe industry.

The alarming statistics being 9 out of 10 suffer from some kind of foot ailment is reason enough to put their heads together, bring forth effort and money for the purpose of research.

Each having a specific field of endeavor should not stop the joining together, the Podiatrists-Chiropodists and the Shoe Manufacturers, since both are immeasurably interested in foot health and footwear. Each needs the other and with cooperation the foot ailments of the American people can be greatly reduced. We are hopeful of a unity of purpose.

Madeline G. Petersen

Executive Director
Foot Health Committee, Inc.
New York

If You Want to Sell...

- Shoe Machinery
- Tanning Machinery
- Products & Supplies

for these Industries
in the Ever - Growing

MEXICAN MARKET

Please address:
"CALZADO Y TENERIA"
Apartado 7103
Mexico, D. F. - MEXICO.

The only technical magazine for the Shoe and Leather trade in Mexico.

N. Y. Office: OVERSEAS PUBLISHER'S REPRESENTATIVES
66 Beaver St., New York, N. Y.

Consult

ORTHMANN LABORATORIES INC.

about any—and *all*—of your tanning problems.

• Get our advice—our help—relative to those perplexing difficulties regarding Finish—and Repair—in shoe factories.

• Fellowships in problems of research—for various industries allied with tanning.

• Have us *develop* any new processes you have under contemplation.

August C. Orthmann
Director & President
• Milwaukee, Wis.

922 NORTH 4th STREET
Telephone: DAly 8-6426—8-6427

CLASSIFIED ADVERTISING

Wanted and For Sale

Pasting Frames For Sale

115 plate glass pasting frames, without glass, for Speco dryer. Good condition. Size of frame 70-3/16" x 142-3/16", made of 1 1/2" extra heavy pipe.

Address B-20,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty

E-4 19 Pingry Place, Elizabeth 3, N. J.
Elizabeth 3-7336

Companion Line

WANTED by active shoe supplies agent with 20 years actual shoemaking experience. Good following in New England. Now handling nationally-advertised line. Will give complete coverage in Massachusetts and New Hampshire shoe factories. Write Box Q-4, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

For Sale

CHILDREN'S AND MEN'S stitchdown shoe and slipper factory located in New England. 75 cases per day capacity. Low rent and overhead. Cheap labor. Plenty of experienced and inexperienced help available. Send inquiries to Box Q-1, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Shoe Factory

OLD ESTABLISHED children's shoe manufacturer enjoying the respect of the shoe trade. Volume of 50 cases daily children's Compo and prewelts sold to best jobbers and chains. Factory loaded with orders and fall prospects very bright. No real estate. Address C-14, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale

CONVEYOR AND SPRAYING machine, 56" wide; six foot measuring machine and Modine unit heater; 500 gallon paddle. Very reasonable. Address Box Q-11, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Blue Splits Wanted

BLUE SPLITS WANTED. Car or truckload quantities. Untrimmed or trimmed. Also Blue Shoulder Splits, etc. Steady user.

Address C-4,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Att: Socklining Manufacturer

WE WISH to acquire a West Coast representative for a competitively priced line of **Socklinings**. Please forward information and samples to:

PACIFIC SHOE COMPONENTS CO.,
124 West Sixth Street, Los Angeles, Cal.

Gambier Wanted

WANTED—1,500 kilos Pure Natural Gambier (Gambier Cubes or Plantation Gambier in solid form). Please submit offer and samples.

Address C-16,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

For Sale

70 one-ton "whiz" trolleys—20 half-ton; 8 Boston Tram rail switches for 6" I beam; some never used, bargain price for all or part.

A. L. LUYAT,
P. O. Box 178—22nd St. Sta.
St. Petersburg 3, Fla.

Belt Knife Splitting Machine

FOR SALE: 72" Turner belt knife splitting machine. Excellent condition.

Write P. O. Box 8,
Hagerstown, Maryland.

For Sale

ONE PRACTICALLY NEW 24-inch Traud Shaving Machine. Used only four weeks. Also rebuilt Baker-Layton double roll Setting Machine. Also rebuilt Slocum Belt Staking Machine with sheaves and V-belt for direct motor drive. Apply Box Q-13, c/o Leather and Shoes, 10 High St., Boston 10 Mass.

Help Wanted

Leather Sales Technician

POSITION OPEN — Leather sales technician to locate and travel South America—spend one month U. S. Tannery experience essential — Spanish helpful. To represent manufacturer's line tanning chemicals. Address C-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Splitting Mch. Operator

SPLITTING MACHINE OPERATOR WANTED to work on dry oak curried shoulders. Established New England firm.

Address B-18,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Tannery Superintendent

TANNER: Superintendent wanted—knowledge of vegetable tanning. Complete charge of labor and production in medium sized tannery.

Address C-15,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Packing & Finishing Foreman

NEW HAMPSHIRE manufacturer of women's high grade shoes wants top notch packing and finishing room foreman. Man selected must have intimate knowledge of finishes and dressings. Address Box Q-7, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Salesman Wanted

FOR LINE OF genuine hand sewed camp moccasins, hunting boots and welt hunting boots. Commission only. No Draw. States still available, Ohio, Indiana, Iowa, Michigan, Illinois, Wisconsin, Minnesota. Reply listing experience and towns presently being made. Address C-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Wanted

Assistant Sales Manager

EXPERIENCED, sales-minded man wanted by prominent eastern tanner of side leather. Age of no consequence; ability all important. Apply Box Q-9, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Situations Wanted

Tanner-Supt.

SUPERINTENDENT AND TANNER desires position with a responsible organization. Must be quality manufacturers of side leathers or desirous of obtaining same. Thoroughly experienced in tannery management, labor relations, and material procurement. A thorough knowledge of leather manufacture from hide house to sales. Kips and sides in Elk, Smooth, Bag, Aniline, Waterproof, Retan, Mechanical, Retan Role, Glove tanned, and other leathers, with a comprehensive knowledge of split manufacture. Over twenty-five years experience with technical education. Extensive experience as a consultant. Excellent references. Domestic and foreign inquiries invited. Address C-11, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Administration or Sales

WIDE EXPERIENCE over 25 years, sales, merchandising, production, all types calf and side upper leathers and splits. Capable developing new lines and new fields. Experienced tannery management. Address inquiries to Box Q-6, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Office Manager

MAN EXPERIENCED in Shoe and Allied Industries seeks position. Eight years at present position. Good reason for making change. Address Q-8, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

WANTED

AGGRESSIVE SALESMAN living in Pennsylvania to cover entire state of Pennsylvania with nationally known line of soling and a complete line of upper materials and linings for shoes and slippers. Excellent opportunity for the right man. Reply Box Q-12, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Coming Events

April 4-8, 1954—Advance Boston Fall Shoe Market Week. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and manufacturer showrooms in Boston.

April 4-8, 1954—National Luggage & Leather Goods Show. Hotel New Yorker, New York City.

April 25-28, 1954—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Leading St. Louis hotels.

May 2-6, 1954—Popular Price Shoe Show of America. Sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 9-12, 1954—Fall Shoe Show sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 10-11, 1954—Annual Spring Meeting of National Hide Association. Sheraton-Cadillac Hotel, Detroit, Mich.

May 13-14, 1954—Annual Spring Meeting of Tanners' Council of America. Bedford Springs Hotel, Bedford, Pa.

May 15-22, 1954—National Luggage & Leather Goods Week. Sponsored by Luggage and Leather Goods Mfrs. of Am., Inc.

May 22-25, 1954—Annual Convention, Luggage & Leather Goods Mfrs. of America, Inc. Ritz-Carlton, Atlantic City, N. J.

June 7-10, 1954—Annual Convention. American Leather Chemists Association. Bedford Springs Hotel, Bedford, Pa.

July 5-8, 1954—Golden Anniversary Convention of Shoe Service Institute of America. New Yorker Hotel, New York City.

July 11-14, 1954—Baltimore Shoe Show, sponsored by Baltimore Shoe Club, Inc. Lord Baltimore Hotel, Baltimore, Md.

Aug. 29-Sept. 1, 1954—Allied Shoe Products and Style Exhibit for Spring and Summer 1955. Hotel Belmont Plaza, New York City.

Aug. 31-Sept. 1, 1954—Showing of American Leathers for Spring and Summer 1955. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Oct. 24-27, 1954—National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Association. Palmer House and other Chicago hotels.

Oct. 29-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Feb. 19-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

Deaths

Paul T. Rump . . . 80, *leather goods executive*, died March 15 at Lankenau Hospital, Philadelphia, after a long illness. A former director, production manager and vice president of C. F. Rump & Sons, Inc., Philadelphia manufacturer of personal leather goods, Rump was associated for many years with the firm founded originally over 100 years ago by his father, Charles F. Rump. He retired in 1927. Surviving are three daughters, Mrs. William H. Boardman, Mrs. William E. G. Miller, and Miss Ethel C. Rump.

Lewis N. Thayer . . . 67, *last executive*, died March 16 at his home in Whitman, Mass., after a long illness. He was for many years foreman of the Woodward and Wright Last Co. of Brockton, Mass., and was active in fraternal and religious affairs. Surviving are his wife, two sons, a brother, two sisters and seven grandchildren.

Roy P. Funkhouser . . . 67, *rubber heel executive*, died March 15 at his home in Gettysburg, Pa., of a ruptured aorta after returning recently from a two-month trip to Florida. He was president of Victor Products Corp., of Pennsylvania, vice president of Victor Products, Hagerstown, Md., a director of O'Sullivan Rubber Co., and a director of Funkhouser Co. He was a brother of Ray J. Funkhouser, president of the O'Sullivan Co. Roy was active in civic and political affairs, having served as president of the Chamber of Commerce, was formerly a Democratic state committeeman and once was a delegate to the Democratic National Convention. In addition to his brother, he leaves two daughters, Mrs. Roy M. Small and Mrs. John Millard; three grandchildren; another brother, Elmer M., and two sisters.

William F. Coxon, Jr. . . . *wood heel executive*, died recently in Philadelphia, Pa. He was principal partner in the firm of Philadelphia Wood Heel Co., Philadelphia manufacturer of leather and wood heels, shanks and

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toplifts, and was a veteran of the industry.

Elmer M. Bent . . . 91, *veteran shoe supplies manufacturer*, died recently in Newton, Mass. He was formerly owner and operator of William Bent Counter Co. in Marlboro, Mass., for many years before his retirement three years ago. He leaves a son, William, currently operating the business, and two more sons and a daughter.

(Other Deaths on Page 24)



CHARMOOZ

THE PERFECT SUEDE LEATHER

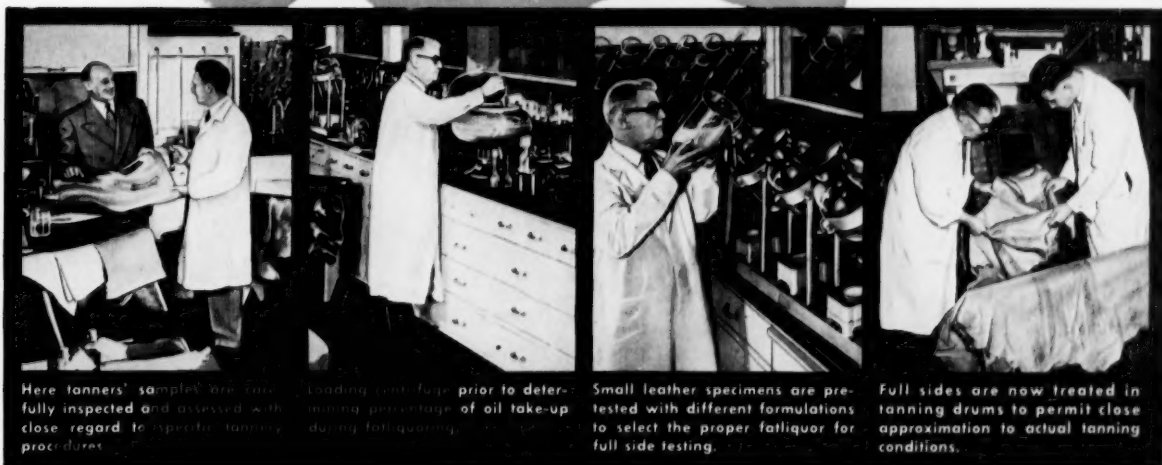
BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99 DELAWARE

Truly, this is your laboratory...

**FOR HERE ARE BORN AND PERFECTED THE IMPROVEMENTS
WHICH MAKE FINER LEATHERS FOR YOU**



Here tanners' samples are carefully inspected and assessed with close regard to specific tanning procedures.

Loading with fat prior to determining percentage of oil take-up during fatliquoring.

Small leather specimens are pre-tested with different formulations to select the proper fatliquor for full side testing.

Full sides are now treated in tanning drums to permit close approximation to actual tanning conditions.

... and here, in our completely equipped research laboratory, **Nopco fatliquors** and other tanning specialties are put through the most rigorous of tests before being released to you.

The painstaking thoroughness practiced within these walls is the dominant reason why Nopco fatliquors—for every type of leather—are setting new high standards in efficiency... enabling tanners throughout the country to obtain precisely the results they want.

For every processing problem you have, call on our Nopco laboratory for help. Our long experience, plus our modern facilities—which permit leather to be tested under conditions approximating those in the tannery—are at your service. Moreover, we stand ready at all times to supplement our laboratory data with technical assistance rendered in your own plant—to make certain the leathers you produce have **exactly** the surface feel, temper, hand, break, and stretch you desire.

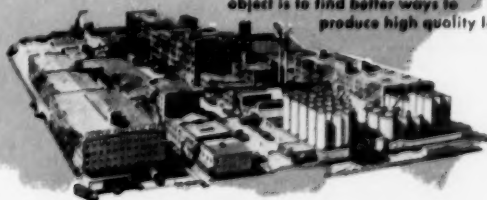
Nopco's main plant at Harrison, N. J., home of the Tanning Research Laboratory, staffed by practical chemists whose sole object is to find better ways to produce high quality leathers.



NOPCO
CHEMICAL COMPANY

Harrison, New Jersey

Cedartown, Ga. • Richmond, Calif. • London, Ont., Canada



FULTON COUNTY
has switched to
JENKINS'
METLKOR*



"CUSTOMERS DEMAND THEM," Fulton County tells us.

"Some of our customers use Jenkins' Brushes exclusively in their tanneries and will not accept anything else. We have found that Jenkins' Brushes are constructed better than those purchased elsewhere. * * * In the future we are considering using all Jenkins' Brushes."

Fulton County Machine and Supply Co. of Gloversville, New York, manufactures this oscillating buffer which buffs the whole hide or side in one operation.

- All kinds of shoe or coat leather are buffed or snuffed efficiently.
- Scratches or lines are entirely eliminated.
- Recommended for pasted side leather.

The brushes shown in the machine are METLKORS, of the type employed by so many leading leather manufacturers for buffing, and brushing leather.

Features of these brushes include:

- Cores of cold drawn steel.
- Bristle wound in place with special metal wire, sealed with baked solvent-proof plastic cement.
- Bristle can be replaced when worn.
- Easy to clean and keep clean.

Other Jenkins' Brushes for leather include:

Oiling-off, Seasoning, Feed, Sponging, Conveyor Cleaning, Dusting-off, Bolster Washing, Plate Washing, etc.

*(Reg. U. S. Pat. Off.)

M. W. JENKINS' SONS, INC.
CEDAR GROVE, ESSEX COUNTY, NEW JERSEY

Over Three-Quarter Century of Planning Brushes for Industry

Established 1867